

# GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month in the interest of progressive Grain Dealers.

Vol. XXVII. No. 10.

CHICAGO, ILL., NOVEMBER 25, 1911,

PRICE \$1.50 PER YEAR.  
TEN CENTS PER COPY.

**McKENNA & RODGERS**

COMMISSION MERCHANTS

**SHIPPERS** CORN  
OATS

60 Board of Trade

Chicago

**W. M. BELL & CO.**

200-201 Chamber of Commerce

MILWAUKEE, WIS.

*We invite your GRAIN and SEED  
Shipments*

**SEEDS** Clovers - Timothy  
Canadian Blue Grass

Flax - Field Peas - Oats

Correspondence Solicited

**STEELE, BRIGGS, SEED CO., Ltd.**  
TORONTO, CANADA

**P. B. & C. C. MILES**

Established 1875 Incorporated 1910

PEORIA, ILL.

**Handling Grain on Commission  
Our Specialty.**

**James E. Bennett & Co.**

Established 1880

Grain Consignments and Future  
Orders Solicited

Private Wires. Branch Offices  
400 Postal Telegraph Building, Chicago

**Tyng, Hall & Co.**

**GRAIN COMMISSION**

Correspondence  
Solicited.

Peoria, Ill.

**Fagg & Taylor**

Grain Merchants

34 Chamber of Commerce  
MILWAUKEE, WIS.

**SPECIALTIES:**

**Barley Oats Corn**

**Minneapolis Seed Co.**

**SEEDS**

Minneapolis - - - Minnesota

**McCRAY, MORRISON & COMPANY**

*Shippers of Corn and Oats*

**WHOLESALE GRAIN DEALERS**

When you want QUICK SERVICE, HIGH QUAL-  
ITY and SATISFACTORY PRICES in this line,  
consult us.

None are more able to give you this than we.

Correspondence Solicited. KENTLAND, INDIANA

**WHEAT**

CORN



RYE

**J. A. Manger & Co.**

216-18 Chamber of Commerce, Baltimore, Md.

CLOVERS  
TIMOTHY  
MILLETS

**SEEDS**

KAFFIR CORN DRIED PEAS

S. G. COURTEEN,

MILWAUKEE

WISCONSIN

**THE GALE BROS. CO.**

CINCINNATI, OHIO

WANT YOUR BUSINESS

**GRAIN—HAY—FEED**

TRY US

DUDLEY M. IRWIN  
**BARLEY**

1117 Chamber of Commerce Building,  
BUFFALO, N. Y.



Seamless Steel Elevator  
Buckets, Elevator  
Boots, Rope Trans-  
mission Machinery,  
Sprocket Wheels,  
Link Belting, Shaft-  
ing, Belting, Hangers,  
Pulleys, Gears, Car-  
pullers, Wood Split  
Pulleys, Complete  
Equipment for Hand-  
ling Materials of All  
Kinds.

**THE HELICOID** is a distinct improvement over old style sectional-flight  
conveyors in durability, saving of power in operation, and regularity with  
which the material is carried forward. The only perfect spiral conveyor; con-  
tinuous flight—no laps or rivets.

**H. W. Caldwell & Son Co.,** Western Ave., 17th-18th St. **Chicago**

New York City, Fulton Bldg., Hudson Terminal, 50 Church St.



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

## AMARILLO, TEX.

Early Grain & Elev. Co., whol. grain, hay, seed.

## ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.  
Corn Belt Grain Co., grain and mill feed.  
Washer Grain Co., S. R., receivers and shippers.

## ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

## AUGUSTA, GA.

Lamb & Hollingsworth, flour, grain, provisions.

## BALTIMORE, MD.

Chamber of Commerce Members.  
Baltimore Commission Co., grain commission.  
Blackburn & Co., C. P., grain recvrs., exporters.\*  
Clark & Sons, Thos. S., grain receivers.\*  
England & Co., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers and expts.\*  
Frame Knight & Co., commission merchants.  
Gill & Fisher, receivers and shippers of grain.  
Hammond, Snyder & Co., Inc., receivers, expts.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Herzer & Son, Gustav, grain, seeds, hay.  
Jones & Co., H. C., grain and hay.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Muller Co., Louis, receivers and exporters.\*  
Robinson & Jackson, grain receivers.\*  
Steen & Bro., E., hay & grain.\*

## BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.\*

## BERNE, IND.

Egley, C. G., grain, hay and seeds.

## BINGHAMTON, N. Y.

Empire Grain & Eltr. Co., grain feed shippers.

## BLACKWELL, OKLA.

Beutke Bros., hay, grain and alfalfa meal.

## BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.  
Hasenwinkle Grain Co., brokers.  
Slick & Co., L. E., buyers and shippers.

## BOSTON, MASS.

Chamber of Commerce Members.  
Benzaquin, Matthew D., grain brokerage, com'n.  
McLean Alpine Co., The, hay and grain.  
Ranlet Co., The D. W., grain and millfeed.

## BOURBON, IND.

Delp Grain Co., E. E., grain and mill feeds.

## BOZEMAN, MONT.

Benepe-Berglund Grain Co., Mont., oats & barley.

## BUFFALO, N. Y.

Corn Exchange Members.  
Alder-Stofer Grain Co., grain commission.\*  
Buffalo Cereal Co., grain.\*  
Churchill Grain & Seed Co., buyers, shippers.\*  
Collard, C. E., grain merchant.  
Eastern Grain Co., grain commission.\*  
Electric Grain Elevator Co., recvrs. and shippers.  
Harold, A. W., grain, barley a specialty.  
Heathfield, W. G., strictly commission.  
Irwin, Dudley M., barley.  
Pratt & Co., grain commission.\*  
Ratcliffe, S. M., consignments solicited.  
Spann Grain Co., O. G., gn. com., bar'y a spec'ty.  
Townsend-Ward Co., grain commission.\*  
Whitney Eckstein Seed Co., seeds.

## BUSHNELL, ILL.

Cole, G. W., grain broker.

## CAIRO, ILL.

Board of Trade Members.  
Antrim & Co., H. S., receiver and shipper.\*  
Halliday Elevator Co., corn, oats.\*  
Halliday Mfg. Co., H. L., soft, red winter wheat.  
Magee Grain Co., grain.\*  
Thistlewood & Co., grain and hay.

## CEDAR RAPIDS, IA.

Cedar Rapids Grain Co., receivers and shippers.

## CHAMPAIGN, ILL.

Baldwin & Co., H. I., grain brokers.  
Edwards, A. H., grain broker.  
Tankersley & Co., grain brokers.

## CHICAGO, ILL.

Board of Trade Members.  
Anderson & Co., W. P., receivers & shippers.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commiss'n merchants.\*  
Barrell & Co., Finley, grain, stocks, provisions.\*  
Bennett & Co., Jas. E., receivers, shippers.\*  
Carhart-Cole-Harwood Co., grain commission.  
Delany, Frank J., commission merchant.  
Dickinson Co., The, Albert, seeds.  
Dole & Co., J. H., grain and seeds.\*  
Fitch & Co., Walter, W. K. Mitchell, Mgr.\*  
Fraser Co., W. A., grain commission.\*

## CHICAGO—Continued.

Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., grain, seeds.\*  
Griffin & Co., J. P., grain commission.  
Hately Bros., grain and provisions.  
Holt & Co., Lowell, commission, grain and seeds.  
Hooper Grain Co., receivers, shippers.\*  
Kempner Co., Adolph, grain consignments.  
Lamson Bros. & Co., consignments solicited.\*  
Mann, G. S., seed bkr., field seeds, poultry grain.  
McKenna & Rodgers, commission merchants.\*  
Merrill & Lyon, commission merchants.\*  
Merritt Co., W. H., grain, seeds.\*  
Mumford & Co., W. R., hay & grain commission.  
Nash-Wright Grain Co., grain, prov., seeds.  
Paynter, H. M., grain and field seeds.  
Perrine & Co., W. H., grain and commission.  
Press & Co., W. G., grain, provisions, stocks, etc.  
Ranz & Co., Henry, grain commission.  
Re Qua Brothers, grain commission.\*  
Rogers & Bro., H. W., grain and seeds.  
Rogers Grain Co., buyers and shippers.  
Rosenbaum Bros., receivers, shippers.\*  
Russay & Company, grain commission.\*  
Sawyers Grain Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer & Co., J. C., buyers and shippers.\*  
Sincere & Co., Chas., N. Y. stocks, Chicago grain.  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., Clarence H., commission.  
Uptake Commission Co., grain commission.\*  
Wagner Co., E. W., receivers and shippers.\*  
Ware & Leland, grain, seeds.  
Wilson & Co., B. S., grain commission.  
Wright & Co., Jno. F., commission merchants.

## CINCINNATI, O.

Chamber of Commerce Members.  
Allen & Munson, grain, hay, flour.\*  
Bender, A., grain, brokerage & Com'n.  
Brown & Co., W. L., consignments.  
Cincinnati Grain Co., commission merchants.  
Early & Daniel Co., grain and hay.\*  
Ellis & Fleming, grain and hay.\*  
Gale Bros. Co., grain, hay, feed.\*  
Gray, Ralph, receiver & shipper.  
Richter Gr. Co., grain, hay, flour and feed.  
Trent Milling Co., receivers & shippers.  
Union Gr. & Hay Co., grain buyers and commiss'n.  
Van Leunen & Co., Paul, grain consignments.  
Whitecomb & Root, hay, grain and mill feed.

## CLEVELAND, O.

Bailey, E. I., grain and millfeed.\*  
Bennett, W. A., receivers grain, hay & millfeed.  
Cleveland Grain Co., The, receivers and shippers.\*  
Gates Elevator Co., grain, hay, straw.\*  
Sheets Bros' Eltr. Co., The, grain, hay, straw.  
Star Eltr. Co., receivers, grain, hay, straw.  
Strauss & Co., H. M., grain, seeds, hay.\*  
Union Elevator Co., grain, hay and salt.\*

## COLORADO SPRINGS, COLO.

Seldomridge Grain Co., grain dealers.

## COLUMBUS, O.

Board of Trade Members.  
Felty, A., track buyer & shipper, grain & hay.  
Scott & Woodrow Co., carlot shippers grain & hay.  
Strittmatter, Edward, grain merchant.

## CRAWFORDSVILLE, IND.

Crabbs-Keynolds-Taylor Co., grain, seeds.\*

## CROWLEY, LA.

Lawrence Bros. Co., Ltd., grain, seed and feed.

## CUMBERLAND, MD.

Board of Trade Members.  
Marley & Co., grain and hay distributors.

## DALLAS, TEX.

Moss, C. L., buyer and ship'r, grain, hay, millfeed.

## DANVILLE, ILL.

McConnell, R. B., grain dealer.

## DAVENPORT, IOWA.

Rothschild Grain Co., D., grain merchants.\*

## DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.

## DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay.\*  
Crescent Mill & Eltr. Co., flour and grain.  
Longmont Farmers Mill & Eltr. Co., flour, grain.  
Scott, E. E., broker grain, cottonseed meal, bags.  
Thompson Merc. Co., W. F., hay and grain.

## DES MOINES, IA.

Lockwood Grain Co., B. A., grain & millfeeds.

## DETROIT, MICH.

Board of Trade Members.  
Donnert Roberts & Co., receivers, shippers.\*  
Ellair, Hinton & Co., recvrs. & shippers, gr. & hay.  
Hobart & Son, H. M., grain, hay and millfeeds.\*  
Lapham & Co., J. S., recvrs. & shippers of grain.\*  
Simmons & Co., F. J., grain recvrs. & shippers.\*

## DIXON, ILL.

Forrest Utley Co., grain, millfeed and screenings.

## EL RENO, OKLA.

El Reno Mill & Eltr. Co., grain buyers & shippers.

## EVANSVILLE, IND.

Small & Co., W. H., field seeds, grain and hay.

## FAIRBURY, ILL.

Keller, Emil, grain broker and track buyer.

## FORT WORTH, TEX.

Board of Trade Members.  
Kolp, E. R. & D. C., grain and seed dealers.\*  
Terminal Grain Co., receivers, shippers.  
Werner Wilkens Grain Co., receivers & shippers.

## FRANKFORT, IND.

Frank & Co., Wm., grain brokers.

## GALVESTON, TEX.

Board of Trade Members.  
Fordtran, J. S., grain commission merchant.  
Jockusch, Davidson & Co., grain, hay exporters.  
Wisrodt Grain Co., wholesale grain eltr. facilities.

## GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

## HARRISBURG, PA.

Harrisburg Feed & Gr. Co., grain, feed, hay.

## INDIANAPOLIS, IND.

Board of Trade Members.  
Bassett Grain Co., grain merchants.\*  
Boyd, Bert A., The Indianapolis commission man.  
Capitol Grain Co., grain commission.  
Hoosier Grain Co., specialty yellow corn.  
Jackson Grain Co., Cary, receivers & shippers.  
Jordan & Montgomery Co., wholesale grain.  
Kinney Grain Co., H. E., receiver and shipper.\*  
Minor, B. B., grain consignments solicited.  
Mutual Grain Co., grain commission.  
Stebbins-Witt Grain Co., commission & brokerage.

## JACKSON, MICH.

Sheldon, Willis E., track buyer of grain.\*  
Stockbridge Elevator Co., grain, beans, hay.\*

## JACKSONVILLE, FLA.

Wiggs & Co., W. A., hay, grain and mill stuffs.\*

## JACKSONVILLE, TEX.

Reinhardt & Co., grain, flour, hay and feed.

## KANSAS CITY, MO.

Board of Trade Members.  
Adams Commission Co., receivers and shippers.  
Beach Grain Co., grain commission.  
Benton Grain Co., screenings and seeds.  
Christopher & Co., B. C., grain and seeds.\*  
Davis & Co., A. C., grain commission.\*  
Ernst-Davis Grain Co., commission.\*  
Fisher Com. Co., E. D., grain commission.\*  
Goffe & Carker, recvrs. and shippers of grain.\*  
Gregg Grain Co., Mason, commission merchants.  
Hinds & Lint Grain Co., receivers, shippers.  
Lichtig Gr. Co., Henry, screenings, kafir corn, feed.  
Logan Bros. Grain Co., grain commission.  
Moore-Seaver Grain Co., receivers and shippers.\*  
Moore-Lawless Grain Co., grain receivers.  
Murphy Grain Co., strictly commission.\*  
Norris Grain Co., grain merchants and exporters.  
Roeben-Cary Grain Co., grain, flour, millfeed.\*  
Steele & Co., H. H., grain and seeds.\*  
Thresher Fuller Grain Co., grain commission.\*  
Vanderslice-Lynds Co., grain commission.

## KENTLAND, IND.

McCray, Morrison & Co., track buyers.\*

## LA FAYETTE, IND.

Heinmiller, F. G., track buyer of grain.

## LIMA, OHIO.

Ward Grain Co., trk. byrs. & bkrs., gr. & hay.

## LINCOLN, NEB.

Lincoln Grain Co., receivers, shippers.

## LITTLE ROCK, ARK.

Gordy Co., C. L., grain and millfeed brokers.  
Hayes Grain & Com. Co., grain, hay, millfeeds.

## LOUISVILLE, KY.

Board of Trade Members.  
Bingham-Hewett Grain Co., recvrs. & shprs. grain.\*  
Brandels & Son, A., receivers & shippers of grain.\*  
Callahan & Sons, grain.\*  
Edinger & Co., grain, hay, flour.  
Farmer & Sons, Oscar, hay and grain.  
Fruchtenicht, Henry, grain & hay.  
Menefee & Co., R. H., grain and hay.  
Schuff & Co., A. C., grain & hay.  
Thomson & Co., W. A., corn, oats & rye.  
Verboeff & Co., H., receivers and shippers grain.\*  
Zorn & Co., S., grain.\*

## LYNCHBURG, VA.

Moon & Le Grand, grain and hay brokers.  
Owen & Jennings, brokers.

## MCGREGOR, TEX.

McGregor Mfg. & Gr. Co., Sante Fe, grn., seeds.



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

### MEMPHIS, TENN.

#### Merchants Exchange Members.

Brown & Co., W. P., wholesale grain & hay.\*  
Buxton, E. E., broker and commission merchant.  
Davis & Andrews Co., grain dealers.\*  
Horton, J. B., & Co., grain and hay commission.\*  
Jones, Lee D., grain and hay commission.\*  
Jones & Rogers, grain dealers.\*  
McLaughlin Coal & Grain Co., grain and hay.\*  
Moon & Co., W. D., receivers and shippers.  
Patterson & Co., G. E., receivers and shippers.\*  
Rainer, Connell & McFadden, grain, hay, millfeed.  
Wade & Sons, John, grain, hay and commission.\*  
Webb & Maury, grain and hay.\*  
Wyatt, E. W., grain and millfeed broker.

### MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

### MIDDLE POINT, OHIO.

Pollock, H. G., track buyer of grain, hay, straw.

### MILWAUKEE, WIS.

#### Chamber of Commerce Members.

Bartlett & Son Co., L., grain commission.  
Bauman, C. H., grain commission.  
Bell & Co., W. M., grain and seeds.\*  
Courteen, S. G., field seeds.  
Ellsworth, B. G., grain consignments.  
Fagg & Taylor, grain merchants.\*  
Franke Grain Co., grain and feed.  
Hadden Co., E. G., grain commission merchants.  
Johnstone & Templeton, grain commission.  
Kamm & Co., P. C., barley and rye.\*  
Lauer & Co., J. V., grain commission.  
Mereness & Potter Co., grain commission.  
Owen & Brother Co., grain commission.  
Owen & Co., O. C., grain commission merchants.  
Rankin & Co., M. G., shippers, corn, oats, barley.  
Rialto Elvtr. Co., grain receivers & shippers.  
Stacks & Kellogg, grain merchants.  
Wissbeck-Grunwald Co., grain and feed.

### MINNEAPOLIS, MINN.

#### Chamber of Commerce Members.

Benson-Newhouse-Stabek Co., grain commission.  
Brown & Co., E. A., commission.  
Cargill Commission Co., grain commission.  
Carter, Sammis & Co., grain commission.  
Davies & Co., F. M., grain commission.  
Fraser-Smith Co., grain commission.  
Getchell-Tanton Co., grain commission.  
Gould Elevator Co., grain merchants.  
Hankinson & Co., H. L., grain commission.  
International Grain Co., grain consignments.  
Johnson & Olson Grain Co., grain commission.  
Marfield Grain Co., grain commission.  
McCaull Dinmore Co., grain consignments solicited.\*  
Minneapolis Seed Co., field seeds.  
Murfin, George W., strictly grain commission.  
Nye, Jenks & Co., grain commission.  
Poehler Company, H., grain commission.\*  
Quinn Shepherdson Co., grain commission.  
Ray Grain Co., grain commission.  
Rihelidaffer Co., J. H., grain commission merchants.  
Van Dusen-Harrington Co., grain merchants.\*  
Welch Co., E. L., grain commission.  
Wernli-Anderson Co., grain commission.  
Zimmerman, Otto A., barley specialist.

### MONROE, O.

Kyle & Rodgers, buyers and shippers of grain.

### MONTGOMERY, ALA.

Dahlberg Brokerage Co., Inc., brokers and dealers.

### NASHVILLE, TENN.

#### Grain Exchange Members.

Hughes Warehouse & Eltr. Co., grain.  
Rose, Caswell E., corn, oats, hay.

### NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

### NEW CASTLE, PA.

Hamilton, C. T., buyer & shipper grain, feeds, hay.

### NEW ORLEANS, LA.

#### Board of Trade Members.

Benedict Com. Co., Ltd., recvrs, shippers, exptsrs hay & gr.  
Langenberg Hay & Grain Co., hay, grain, millfeeds.

### NEW YORK CITY.

#### Produce Exchange Members.

Cushing & Brandt, grain commission, buyers.\*  
Forbell & Co., L. W., grain commission.  
Robinson, G. B., Jr., grain and millfeeds.

### NORFOLK, VA.

Cofer & Co., J. H., wholesale grain.  
Scott & Co., Inc., S. D., wholesale hay & grain.

### OGDEN, UTAH.

Smurthwaite Co., C. A., revrs. & shprs., gr. & hy.

### OKLAHOMA CITY, OKLA.

Hanna Grain Co., grain, hay, seeds, alfalfa meal.  
Kolp, E. R. & D. C., grain and seed dealers.  
Perkins, W. L., grain and seed dealers.  
Robey Grain Co., R. E., grain broker.

### OMAHA, NEB.

#### Grain Exchange Members.

Beal-Vincent Grain Co., receivers, shippers.\*  
Cavers Elevator Co., receivers and shippers.\*  
Crowell Lumber & Grn. Co., revrs., shippers.\*  
Holmquist Eltr. Co., receivers and shippers.  
Huntley, E. E., broker.  
Hynes Grain Co., receivers and shippers of grain.  
Imperial Mfg. Co., grain consignments.  
Merriam Commission Co., consignments.  
Missouri Valley Elvtr. Co., grain merchants.  
Middle-West Elevator Co., receivers and shippers.  
Nebraska-Iowa Grain Co., receivers & shippers.\*  
Nebraska Seed Co., field & grass seeds.  
Omaha Elevator Co., receivers, shippers.\*  
Roberts Grain Co., grain commission.  
Saunders-Westrand Co., shippers of grain.  
Taylor Grain Co., receivers and shippers.\*  
Thresher, E. R., grain broker.  
United Grain Co., grain commission.  
Weekes Grain Co., receivers and shippers of grain.  
Welsh Grain Co., grain and hay commission.

### PEORIA, ILL.

#### Board of Trade Members.

Arnold & Co., F. W., grain consignments solicited.  
Buckley, Pursley & Co., grain and seeds.\*  
Dewey & Sons, W. W., grain commission.  
Feltman, C. H., grain commission.  
Grier & Co., T. A., grain commission.  
Miles, P. B. & C. C., grain commission.\*  
Rumsey, Moore & Co., grain receivers.\*  
Tyng, Hall & Co., grain commission.\*

### PERRY, OKLA.

Perry Mill Co., wholesale dealers in grain.

### PHILADELPHIA, PA.

#### Commercial Exchange Members.

Baringer, M. F., grain and millfeed.\*  
Brazier, W. P., Mgr., Finley Barrell & Co.  
Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Ezl., flour, grain, feed.\*  
Lemont & Son, E. K., hay, grain millfeed.\*  
Miller & Sons, L. F., grain, seeds, hay.\*  
Pultz & Co., J. B., grain and feed.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Rogers & Co., E. L., grain, hay.\*  
Standard Hay & Grain Co., grain, hay & straw.  
Stites, A., Judson, grain and millfeed.

### PIQUA, OHIO.

Kress Co., The Harry W., track buyers, gr. & hay.\*

### PITTSBURG, PA.

#### Members Grain and Flour Exchange.

Elwood & Co., R. D., hay and grain.  
Foster, C. A., grain, hay, feed.\*  
Geldel & Dickson, grain and hay.  
Hardman & Heck, grain, hay and millfeed.  
Heck & Co., W. F., grain, hay and millfeed.  
Herb Bros. & Martin, grain, hay and feed.  
McCaffrey's Sons Co., Daniel, hay, grain, millfeed.  
McCague, R. S., grain, hay.\*  
Smith & Co., J. W., grain, hay, feed.  
Stewart, D. G., & Geldel, grain, hay and feed.  
Walton Co., Sam'l., grain and hay.

### PLAINVIEW, TEX.

Cobb & Elliott Grain Co., grain, seeds, coal, etc.

### PUEBLO, COLO.

Cessna Gr. & Flour Co., P. A., grain, hay & flour.  
McClelland Mct'l I. & R. Co., grain, hay & feed.

### RICHMOND, VA.

Fairbank & Co., S. G., grain, hay, seeds.

### SAN ANTONIO, TEXAS.

Lupton, R., whol. grain & cottonseed products.

### SIOUX CITY, IOWA.

#### Board of Trade Members.

Fahlenkamp Grain Co., A., grain commission.  
Fields & Slaughter Co., grain, hay and feed.  
Interstate Grain Co., buyers and shippers.  
Shepherdson Co., M. T., receivers and shippers.

### ST. JOSEPH, MO.

Gordon Comm. Co., T. P., grain dir. and broker.\*

### ST. LOUIS, MO.

#### Merchants Exchange Members.

Botto Grain Co., Jno. V., receivers & shippers.  
Connor Bros. & Co., grain.\*  
Goffe & Carlsner Co., grain commission.\*  
Green Commission Co., W. L., grain.\*  
Kennedy Grain Co., receivers, shippers.  
Langenberg Bros. & Co., grain and hay.  
McClelland & Co., F. M., grain and hay.  
Morton & Co., grain, hay and seeds.  
Mullally Com. Co., John, grain, hay, seeds.\*  
Nanson Commission Co., grain commission.\*  
Pendleton Grain Co., grain merchants.  
Picker & Beardsley Com. Co., grain & grass seed.\*  
Powell & O'Rourke, receivers, shippers.\*  
Toberman, Mackey & Co., consignments solicited.

### TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.\*

### TOLEDO, O.

#### Produce Exchange Members.

DeVore & Co., H. W., grain and seeds.  
Goemann Grain Co., grain buyers.\*  
King & Co., C. A., grain, clover seed.\*  
Southworth & Co., grain commission.\*  
The Toledo Field Seed Co., clover, timothy.  
Wickenhiser & Co., John, revrs. & shippers. of gr.  
Zahn & Co., J. F., grain, seeds.\*

### TOPEKA, KAN.

Jolley & Blanchard, grain merchants.

### TORONTO, ONT.

Steele, Briggs Seeds Co., Ltd., field seeds.

### TRINIDAD, COLO.

Bancroft-Marty Feed & Produce Co., hay & grain.

### TYRONE, PA.

Miller's Sons, John H., receivers and shippers.

### WASHINGTON, D. C.

Anderson, E. M., grain brokers and millers agent.  
Craig, J. V., hay and grain broker.\*

### WASHINGTON COURT HOUSE, OHIO.

Lloyd, O. E., shipper of kiln dried corn.

### WICHITA, KANS.

#### Board of Trade Members.

Baldwin-Barr Gr. Co., receivers and shippers.  
Hastings & Co., grain brokers.  
Independent Grain Co., grain commission.  
Kelly Bros. Grain Co., commission and brokerage.  
Roth Grain Co., grain and commission.  
Thompson Grain Co., H. C., grain merchants.  
Western Grain Co., The, wholesale grain, seeds.

### WINFIELD, KANS.

Head Grain Co., grain, millfeed seeds.

\*Member Grain Dealers National Association.

## COLUMBUS CHAMBER OF COMMERCE MEMBERS

**EDWARD STRITMATTER**  
Grain Merchant  
1000 Schultz Bldg. - Columbus, Ohio  
INTERIOR POINTS A SPECIALTY  
Correspondence Solicited

**A. FELTY,** COLUMBUS, OHIO  
TRACK BUYER AND SHIPPER  
Milling Wheat One of My Specialties  
WRITE FOR QUOTATIONS ON  
"GRAIN and HAY"

**SCOTT & WOODROW CO.**  
16 E. BROAD ST., COLUMBUS, O.  
Car Lot Shippers Grain and Hay  
Largest handlers of New Cool and Sweet Corn in Ohio.



## ST. LOUIS MERCHANTS EXCHANGE MEMBERS

**Stop Experimenting**

Consign your Grain & Hay  
TO  
**LANGENBERG BROS. & CO.**  
St. Louis, Mo.

John Mullally, Pres. Martin J. Mullally, V.-Pres.  
Vincent M. Jones, Secy. and Treas.

**JOHN MULLALLY COMMISSION CO.**  
**GRAIN, HAY and SEEDS**

Consignments and Correspondence Solicited.  
Your shipments will have our best attention.  
Chamber of Commerce, ST. LOUIS, MO.

**RECEIVERS**  
**W. L. GREEN COMMISSION CO.**  
**ST. LOUIS**  
**SHIPPERS**  
**OF GRAIN**

**Consigning Any Hay  
to St. Louis?**

Try **F. M. McCLELLAND & CO.**  
409 Chamber of Commerce, St. Louis, Mo.

**MORTON & CO.**  
**GRAIN - HAY - SEEDS**  
**COMMISSION ONLY**  
Merchants Exchange, ST. LOUIS, MO.

**You Know**

You want to do business with  
the grain shippers. Tell them so.  
The Grain Dealers Journal  
reaches them.

**TOBERMAN, MACKEY  
& CO.**

**HAY AND GRAIN**  
Consignments Solicited  
Pierce Bldg. St. Louis, Mo.

**Powell & O'Rourke**

Receivers and Shippers  
of

**GRAIN**

St. Louis Missouri

**PICKER & BEARDSLEY  
COMMISSION CO.**

Solicit your consignments  
of

**GRAIN, HAY and GRASS SEED**

Established 1876

**ST. LOUIS, MO.**

When you think of CONSIGNMENTS  
Think of ST. LOUIS  
Then think of

**CONNOR BROS. & CO.**

3rd and Pine Sts., ST. LOUIS  
Future orders executed St. Louis and Chicago Grain and Hay

W. C. GOFFE G. S. CARKENER  
G. C. MARTIN, Jr.

**Goffe & Carkener Co.**

**ST LOUIS**

**CONSIGNMENTS SOLICITED**

Members { Merchants Exchange, St. Louis  
Kansas City Board of Trade  
Chicago Board of Trade

**GRAIN CONTRACTS**

Form 10 is a duplicating contract book,  
containing 100 original and 100 duplicate  
contracts for contracting the purchase of grain  
from farmers; originals and duplicates are  
printed on bond paper of different colors, with  
spaces on the back of the leaf for entering  
grain delivered on the contract. By using a  
sheet of carbon paper between the original  
and the duplicate, each entry on one is dupli-  
cated on the other. The contracts are num-  
bered in duplicate. Check bound, size 5x8  
inches. Machine perforated. Price with four  
sheets of carbon paper, 85 cents.

**GRAIN DEALERS JOURNAL**  
315 S. La Salle Street Chicago, Ill.

**ROBINSON'S Telegraphic  
Cipher Code (Revised)**

Is more extensively used by  
Grain and Provision Dealers

than all other codes combined. It is compact,  
small and can be easily carried in the pocket.  
Get the latest edition; by using it your mes-  
sages will be understood; you will save time  
and expense.

Price, leather, gilt edges, \$2.00.

Your name in gilt letters on front cover, 25c extra.

**GRAIN DEALERS JOURNAL**  
255 La Salle St. CHICAGO, ILL.

**Nanson Commission Co.**

(INCORPORATED)

**GRAIN AND HAY**

Write us for full  
information on  
St. Louis Markets

202 Chamber of Commerce  
**ST. LOUIS**

Consignments  
a Specialty

**BOSTON CHAMBER OF COMMERCE MEMBERS**

**WE HANDLE** all kinds of grain and  
feed; also make a  
specialty of off grade and sample wheat,  
feed barley, kaffir corn, etc.

Correspond with us. Think it will pay you.

**THE D. W. RANLET CO.**

708 Chamber of Commerce Boston, Mass.

**MATTHEW D. BENZAQUIN**

**GRAIN AND FEED**

Brokerage and Commission

Domestic and Export

505 Chamber of Commerce, BOSTON, MASS.

The paper the Grain Dealer  
supports, because it supports  
the Grain Dealer—

**GRAIN DEALERS JOURNAL**



# KANSAS CITY BOARD OF TRADE MEMBERS

**R. J. THREMER, Pres.** **L. A. FULLER, Secy**  
**Thresher Fuller Grain Co.**  
**Grain Commission Merchants**  
 Consignments Solicited  
 Grain Bought and Sold for Future Delivery  
 310-311 Board of Trade, KANSAS CITY, MO.

## ROAHEN-CARY GRAIN CO.

"The RIGHT Commission Firm"

KANSAS CITY - - - MISSOURI

THE  
**A** tide comes in the affairs of men,  
**D** rifts in and out, then is wished again,  
**A** chance awaits you, grasp it now—  
**M** ake good trades, would you learn how?  
**S** ee our Daily Market Letter.  
 Com. Co. BOARD OF TRADE, Kansas, City, Mo.

## A.C.DAVIS & CO.

**Grain Commission**  
 Mill orders a specialty  
 Consignments and Future Orders Solicited  
 KANSAS CITY, U. S. A.

**I** f you are not shipping us,  
 Send us a car when shipping others.

**By comparison you will find  
 the service we render!**

## ERNST-DAVIS GRAIN COMPANY

KANSAS CITY, MO.

Special Attention Given to Futures

Members:  
 KANSAS CITY BOARD OF TRADE.  
 CHICAGO BOARD OF TRADE.  
 ST. LOUIS MERCHANTS' EXCHANGE.

## Moore-Lawless Grain Co.

Conscientious Service on Consignments

KANSAS CITY MISSOURI

## KAFFIR CORN MILO MAIZE GRAIN

CANE AND OTHER FIELD SEEDS  
**B. C. CHRISTOPHER & CO.**  
 Consignments and Orders Solicited  
 Grain Bought and Sold for future delivery  
 316 to 321 Board of Trade  
 KANSAS CITY, MO.

# CINCINNATI CHAMBER OF COMMERCE MEMBERS

## The Trent Milling Company

**RECEIVERS and SHIPPERS**  
 18 E. Fourth Street,  
 CINCINNATI, OHIO  
 Grain, Hay, Flour, Feed  
 We Solicit Consignments.  
 Try Us.

## CINCINNATI GRAIN CO.

Commission Merchants

**GRAIN, HAY and FEED**  
 CINCINNATI, OHIO

## THE RICHTER GRAIN CO.

606 Andrews Building, CINCINNATI, OHIO

**GRAIN, HAY, FLOUR AND FEED**  
 We Want Your Business—Try Our Service

**ASK** for Our Market Letter

## PAUL VAN LEUNEN & CO. GRAIN AND HAY

CONSIGNMENTS SOLICITED

CINCINNATI, O.

DECATUR, ILL.

**ACCOUNT BOOKS** FOR SALE  
 BY  
 GRAIN DEALERS JOURNAL, CHICAGO

# DETROIT BOARD OF TRADE MEMBERS

## THE HART GRAIN CO.

828-9 C. of C.

DETROIT,

Receivers and Shippers

Wheat, Barley, Oats and Beans.

Ask for our daily bids. Will keep  
 you posted regarding market conditions.

**We Will Need More CORN This Winter Than Ever Before**

Ample elevator facilities. Quick unloading assured. All receipts handled under  
 Detroit Board of Trade jurisdiction. Ask for our bids. They apply to consign-  
 ments enroute, if desired. Bill everything to us, Detroit, Mich.

## DUMONT, ROBERTS & CO.

Receivers and Shippers

CHAMBER OF COMMERCE,

DETROIT, MICHIGAN

# CORN

## J. S. Lapham & Co.

Established 1865

FRED W. BLINN, Mgr.

601-2-3 Chamber of Commerce

Detroit : Michigan

## COAL SALES BOOK

Form 44.

FOR RETAIL COAL DEALERS.

It facilitates bookkeeping and reduces the chance of error. Practically three books in one.  
 1. It is the original entry of all sales made. 2. It is the original entry on the scale weights. 3. It is  
 the journal from which the posting is done. It contains spaces for 6,000 loads. Each page is ruled  
 with column headings, as follows: Date, Ledger Folio, Purchaser, Gross, Tare, Net Pounds, Price  
 Per Ton, Amount. This book is 8 1/2 x 14 inches and contains 150 pages of superior ledger paper.  
 Each page is numbered. It is well bound with best binder board, covered with cloth; has leather  
 back and round leather corners. Price, \$1.75. For sale by GRAIN DEALERS JOURNAL, 255 La Salle  
 Street, Chicago.



## OMAHA GRAIN EXCHANGE MEMBERS

### CAVERS ELEVATOR COMPANY OMAHA, NEB.

Buy, Sell, Handle Consignments,  
Grain and Hay, make Pure Corn  
Chops, Sack grain, quote prices de-  
livered any R. R. station.

### CROWELL ELEVATOR COMPANY Receivers and Shippers GRAIN Consignments Solicited OMAHA

### MIDDLE WEST ELEVATOR COMPANY

You want service.  
We give it—  
You want quick returns.  
They are mailed from our office the  
day after car is unloaded.  
There is no exception to this rule.  
We get the top for your grain.  
That should please you.  
Apply the rule of reason and send  
your consignments to us.

**Middle West Elevator Company**  
Omaha Phone Douglas 3161 Nebraska

### Welsh Grain Company

Grain Consignments Solicited.  
Grain and Hay for sale, ask for prices.

Brandeis Building - - - OMAHA

### Imperial Milling Co. Elevator

Office, Brandeis Bldg., Omaha, Neb.  
We buy and sell Grain, Sack Grain,  
and Solicit Consignments.

### Nebraska-Iowa Grain Co. ELEVATOR and GRAIN

762 to 772 Brandeis Building, OMAHA, NEBRASKA

Milling Wheat our Specialty  
Consignments will Receive our Special Attention  
Call us up for Quotations

### Holmquist Elevator Co. OMAHA, NEB.

Receivers and shippers of all kinds of grain.  
Sacked corn and oats a specialty.  
Consignments solicited.

### MISSOURI VALLEY ELEVATOR COMPANY Omaha, Nebr.

Milling Wheat  
Corn for feeding trade  
Our facilities for handling your orders are the best.

Say you saw it in the  
**Journal**  
When you write our advertisers  
**Thanks**

WE do not claim that we break records in prices, but that every one  
we do get is SATISFACTORY. Looking for that kind?

CONSIGN TO  
**ROBERTS GRAIN COMPANY**  
728-730 Brandeis Bldg. Grain Merchants OMAHA, NEB

STRICTLY **THE** FIRM  
**CONSIGNMENT**  
LET US HANDLE THAT NEXT CAR  
**MERRIAM COMMISSION CO.**  
BRANDEIS BLDG. OMAHA, NEB.

## MEMPHIS MERCHANTS EXCHANGE MEMBERS

Look up, and then send your  
consignments to  
**W. D. Moon & Company**  
Receivers and Shippers HAY and GRAIN  
MEMPHIS, TENN.

MILL CAPACITY  
1,000 Bbls. Meal  
4,000 Sacks Chops  
STORAGE  
Elevator, 50,000 Bu.  
Warehouses, 100 Cars  
**DAVIS & ANDREWS CO.**  
CORN MILLERS  
and Wholesale Grain & Hay Dealers  
MEMPHIS, TENN.

MEMBERS:  
Illinois Grain Dealers' Assn.  
Oklahoma Grain Dealers' Assn.  
National Hay Assn.  
Memphis Merchants' Exchange  
ESTABLISHED 1893  
REFERENCES:  
Mercantile Agencies

**JOHN WADE & SONS**  
MEMPHIS, TENN.

Receivers and Shippers  
**Hay, Grain, Mill Feed**

Memphis Merchants' Exchange Official Weighing and  
Inspection Certificates furnished on all  
shipments of Hay and Grain.  
Our bulk Elevator capacity 100,000 bushels.  
Hay Warehouse 100 Cars.  
Offices, Elevator and Warehouses are located on I. C.  
and Y. & M. V. Railroads.  
We Solicit Your Consignments

**RANIER, CONNELL & McFADDEN**  
WHOLESALE  
Dealers in GRAIN, HAY and all Kinds  
MILL FEED. Manufacturers of  
PERFECTION FEED.  
MEMPHIS, TENN.

W. P. BROWN Established 1866 GEORGE READ  
**W. P. BROWN & CO.**  
MEMPHIS, TENN.  
Wholesale Hay and Grain  
Red Rust Proof Seed Oats

**J. B. HORTON & CO.,** Memphis, Tennessee  
Consignment Specialists  
**HAY AND ALL GRAINS**  
Members Memphis Merchants Exchange, Grain  
Dealers Nat. Assn., Illinois Grain Dealers Assn.  
National Hay Assn.  
References: Central Bank & Trust Co.  
Mercantile Agencies.

**Write Us** H. J. Hasenwinkle Co., want  
your consignments for the  
Memphis market.

## NEW YORK PRODUCE EXCHANGE MEMBERS

**CUSHING & BRANDT,**  
Commission Merchants **CONSIGNMENTS SOLICITED** Buyers of Cash Grain  
WE BUY HOT CORN. Make us offers, will always respond  
MEMBERS—New York Produce Exchange, Chicago Board of Trade, Buffalo Corn Exchange,  
National Grain Dealers Association.  
**424 PRODUCE EXCHANGE NEW YORK**

**L.W.FORBELL & CO.**  
COMMISSION MERCHANTS  
GRAIN AND MILL FEED; OATS  
A SPECIALTY  
Consignments Solicited  
**342 Produce Exchange, NEW YORK CITY**



# CHICAGO BOARD OF TRADE MEMBERS

PHILIP H. SCHIFFLIN President  
EUGENE SCHIFFLIN Sec'y and Treas.

**Philip H. Schiffin & Co.**  
(INCORPORATED)

**Commission Merchants**  
GRAIN, SEEDS and PROVISIONS

515-518 Postal Telegraph Bldg.  
Tel. Harrison 833 CHICAGO, ILL.

## Don't Take Chances

What's the use.

"Worry kills more men than bullets."

Ship your grain to a responsible commission house—you'll be sure to get **Full Value** for it—and your interests will be fully protected. We want your consignments. Offer us your grain to arrive before you sell. Let us get together—phone, telegraph, write.

**ROSENBAUM BROTHERS**

77 Board of Trade, Chicago, Ill.

PHONE NUMBERS

Wabash 2686 Wabash 2687 Automatic 53511

Receivers and Shippers  
OF

**Grain  
Seeds  
Provisions**

**E. W. BAILEY & CO.**

Commission Merchants

72 Board of Trade Chicago, Ill.

B. S. WILSON

HARRY BOORE

## B. S. WILSON & CO. GRAIN, SEEDS and PROVISIONS

1118-1119 Royal Insurance Building  
CHICAGO, ILL.

Succeeding to the Commission Business of  
T. E. WELLS & CO.

W. M. TIMBERLAKE,

Manager Grain Department

**C. H. THAYER & CO.**

Your Consignments and  
Future Orders Solicited

206 So. La Salle St. - - CHICAGO

**Henry H. Freeman & Co.**

COMMISSION MERCHANTS

GRAIN HAY STRAW

66 BOARD OF TRADE, CHICAGO

**REQUA BROTHERS**  
CHICAGO

Stands for Prompt Returns, undivided attention to selling Consignments. Give us a Trial.

FRANK E. GULICK,  
Manager Rec. Dept.

Good Execution Keeps Customers  
Keeping Customers is Our Business

**W. G. PRESS & CO.**

GRAIN, PROVISIONS, STOCKS

206 S. La Salle St., CHICAGO

Write for Daily Market Report  
Mailed free.

34 Years Active Members Chicago  
Board of Trade

**Lamson Bros. & Co.**

ESTABLISHED 1874

Commission Merchants

**Grain Consignments  
Solicited**

Also future delivery orders on all exchanges.

Grain—Provisions—Stocks—Cotton

6 Board of Trade

CHICAGO

WRITE FOR

**Adolph Kempner Co.'s**

DAILY MARKET LETTER

BY

Adolph Kempner and Geo. H. Phillips

50 Board of Trade

CHICAGO

ST LOUIS

PEORIA

**W.A. FRASER CO.**

Consignments and  
Future Delivery Orders Solicited  
Suite 715 Royal Ins. Bldg. CHICAGO

Harry F. Todd  
President & Manager

Consignments  
Solicited.

We place  
grain to  
arrive.

Wm. Simons  
Sec'y & Treas.

**SAWERS GRAIN CO.**  
CHICAGO

Warren T. McCray  
Vice-President

Future  
orders  
given  
personal  
attention.

Edgar E. Rice  
Dean L. Moberley  
Representatives

ESTABLISHED 1870  
**W. R. MUMFORD & CO.**  
**HAY GRAIN**  
AND MILLSTUFFS  
COMMISSION MERCHANTS  
417 POSTAL TEL. BLDG., CHICAGO



**CHICAGO** BOARD OF TRADE MEMBERS**Our Thanksgiving Proclamation**

For the generous patronage of our many Grain Dealer friends during the past year, we are indeed, sincerely thankful.

And thankful too, for their confidence and appreciation of our efforts in the successful handling of their business.

**J. H. DOLE & CO., Chicago**

GEO. DOLE, President  
H. N. SAGER, Secretary

226 So. La Salle Street

ESTABLISHED 1852  
Tested and Proven Best

# **HENRY RANG & CO.**

## **GRAIN AND SEEDS**

### **Barley a Specialty**

CONSIGNMENTS SOLICITED

230 S. La Salle Street

CHICAGO

Traveling Representatives { W. R. HYDE  
J. R. MURREL

H. W. Rogers J. C. Rogers  
**H. W. ROGERS & BRO.**  
GRAIN, SEED AND PROVISIONS  
COMMISSION MERCHANTS  
402-408 Western Union Bldg. CHICAGO

H. W. Rogers, Pres. J. C. Rogers, Vice-Pres.  
**ROGERS GRAIN COMPANY**  
Buyers and Shippers of Grain.  
References: Corn Exchange National Bank  
First National Bank.  
402-408 Western Union Building CHICAGO

**That next Car**

where to consign it?

Debate, then decide. For the best returns from the best market

*Consign to*

**Carhart, Code, Harwood Company**

Your future orders are assured efficient service: we have two men devoting all of their time to this department.

36 Board of Trade

CHICAGO, ILL.

**Judicious Advertising as Irresistible as Niagara**  
The Journal Continuously Demonstrates It

J. Herbert Ware  
Edward F. Leland

**CONSIGN**

your Grain and Seeds, and send your orders for **GRAIN, PROVISIONS and STOCKS** to

**WARE & LELAND**

160 WEST JACKSON BLVD.

Royal Insurance Bldg.

CHICAGO

Long Distance Phones  
Wabash 3262

Your Interests Are Our Interests

# SERVICE

Labor performed for another.—Webster's Dictionary.

**TRY**

**Walter Fitch & Co.**

By **SERVICE** we mean something more than the mere definition, we mean the high standard of our labor for you. It's the **RESULT GETTING** kind.

Future Orders Carefully Executed. Close Personal Attention on Consignments.

**W. K. MITCHELL, Mgr. Cash Grain Department**  
Board of Trade, Chicago



**CHICAGO BOARD OF TRADE MEMBERS**

**SOMERS, JONES & CO.**

COMMISSION MERCHANTS

**GRAIN AND FIELD SEEDS**

Consign your GRAIN and SEEDS to us for close personal attention and best possible results. We are amply prepared to give the best of service on consignments of cash grain and seeds and on orders for future delivery.

Ship us that next car.

Send for our market letters.

CHICAGO  
MILWAUKEE  
MINNEAPOLIS

Make drafts on us and address all correspondence to us at

82 Board of Trade, CHICAGO.

**RUMSEY & COMPANY**  
RECEIVERS OF CONSIGNMENTS  
RESPONSIBILITY & CONSERVATISM  
CHICAGO

**W. H. MERRITT CO.**  
Grain Buyers and Shippers  
CORRESPONDENCE SOLICITED  
87 Board of Trade, Chicago, Ill.

**W. H. PERRINE & CO.**  
(INCORPORATED)  
COMMISSION MERCHANTS  
Consignments a Specialty.  
314 Postal Telegraph Bldg., Chicago, Ill.

**ARMOUR GRAIN COMPANY**  
CONSIGNMENTS SOLICITED

We are Fully Equipped in Every Way to Give Best Service in Chicago  
137 S. LA SALLE ST. CHICAGO

FINLEY BARRELL  
PETER J. MALONEY  
FREDERICK C. ALDRICH

EUGENE R. PIKE  
BENJAMIN BLOCK  
WILLIAM E. WHITE

**Finley Barrell & Co.**  
GRAIN  
PROVISIONS  
STOCKS

Monadnock Block CHICAGO

**Hooper Grain Co.**

OAT  
SHIPPERS

Operate Atlantic and Grand  
Trunk Western Elevators  
Chicago



**UPDIKE Commission Co.**

GRAIN AND  
PROVISIONS

Postal Telegraph Bldg. CHICAGO, ILL.

We solicit your consignments of grain.

We have every facility and convenience for the prompt execution of your cash orders or future delivery orders.

Correspondence Solicited.

**CONSIGN**

That New Corn to

**Nash-Wright Grain Co.**

Long Distance Phone  
Harrison 2379

"It's the Service"

717-720 Postal Telegraph Bldg.  
CHICAGO, ILL.



**CHICAGO** BOARD OF TRADE MEMBERS**J. C. SHAFFER & Co.**

RECEIVERS

CHICAGO

SHIPPERS

**GRAIN**

CONSIGN TO

**H. M. PAYNTER**Western Union Building, CHICAGO  
All business transacted thru H. W. Rogers & Bro.**SEEDS****Thanksgiving**

We are thankful for the patronage of our past friends, and our present ones, many of whom are our past ones, and that we have proved that our unequaled service, experienced ability, and rapid returns are of distinct value to you.

Thanks for that Next Car

GRAIN

**J. P. GRIFFIN & COMPANY**

COMMISSION

"Yours for a full plate"

61A Board of Trade  
CHICAGO**ATCHISON** BOARD OF TRADE MEMBERS**The S. R. Washer Grain Co.**  
Atchison, Kansas

Receivers and Shippers of Kansas Hard Wheat,  
Corn and Oats. Sacked Grain, Mill Stuffs,  
Corn Chops, Mixed Cars.  
Write for Bids or Quotations.

**Corn Belt Grain Co.**

DEALERS IN

**GRAIN and MILLFEED**

Honest Weights and Grades  
ATCHISON, KANSAS

**BLAIR ELEVATOR CO.**  
ATCHISON, KANS.

Receivers and Shippers  
Kansas Hard Turkey Wheat, Corn & Oats

**CAIRO** BOARD OF TRADE MEMBERS**Halliday Elevator Co.**  
WHEAT, CORN and OATS  
CAIRO, ILL.

Elevator Capacity 500,000 Bushels

**Magee Grain Company**  
**GRAIN**

Delta Elevator CAIRO, ILL.

**H. L. HALLIDAY MILLING CO.**

We Handle

Soft Red Winter Wheat  
CAIRO, ILLINOIS

**PHILADELPHIA** COMMERCIAL EXCHANGE MEMBERS**E. L. ROGERS & CO.**  
COMMISSION MERCHANTS

Grain, Hay, etc. Consignments a Specialty.  
358 Bourse Building

**PHILADELPHIA, PA.****L. F. MILLER & SONS**

Receivers and Shippers of  
**GRAIN, FEED, SEEDS, HAY, ETC**  
CONSIGNMENTS SOLICITED

Office 2931 N. Broad St., PHILADELPHIA, PA.

**E. E. DELP GRAIN CO.**

ELEVATOR AND MILLS  
BOURBON, IND.

Eastern Office, - Philadelphia Pa.

**C**ORN and oats in split cars find a  
ready market here.

**M. F. BARINGER** THE BOURSE 502-3-4 **PHILADELPHIA**

See LEMONT before you sell that  
**CORN**

Our trade wants it. Buy outright or handle on  
Commission.

**E. K. LEMONT & SON**  
Bourse Bldg. Philadelphia, Pa.

**Put Your Name**

where everyone identified  
with the grain trade will  
see it and keep it there.

THAT IS IN THE

**Grain Dealers Journal**

OF CHICAGO

**Want a Job?**—Advertise in the Situation Wanted  
columns of the Grain Dealers Journal.



## BALTIMORE CHAMBER OF COMMERCE MEMBERS

### CHAS. ENGLAND & CO.

Commission Merchants  
GRAIN :: HAY :: SEEDS  
308-310 Chamber of Commerce, BALTIMORE

### CONSIGNMENTS A SPECIALTY JOHN T. FAHEY & CO.

Commission Merchants  
Grain Receivers and Shippers  
In the Market every day  
Remember us on Rye BALTIMORE, MD.

### Cifer Codes

ALL KINDS.  
WRITE FOR CATALOG TO  
Grain Dealers Journal  
CHICAGO, ILL.

IN ONE SPOT 40 YEARS

Baltimore's way of inspecting corn has always been satisfactory to shippers. Facilities for handling second to none. Bear these important facts in mind and for results and quick returns ship to

### Frame, Knight & Co.

D. Yulee Huyett, Mgr., Western Grain Dept.  
Grain and Hay Commission  
BALTIMORE, MD.

Liberal advancements on all shipments

REFERENCE: NATIONAL MARINE BANK

Established 1862

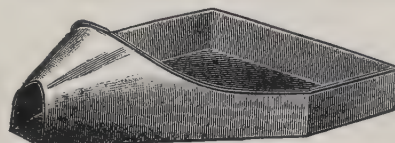
### G. A. HAX & CO.

COMMISSION  
Grain, Hay and Seeds  
445 North Street, BALTIMORE, MD.

John M. Dennis, President.  
Ferdinand A. Meyer, Vice-President.  
Thos. C. Craft, Jr., Treasurer.

### LOUIS MÜLLER CO.

Grain Receivers and Exporters  
BALTIMORE, MD.



### GRAIN SAMPLE PAN

For Examining Samples of Grain and Seeds  
Made of Aluminum, strong, light and well made  
Will not Rust or Tarnish  
Grain Size, 2½x12x16½" \$1.50 Seed Size, 1½x9x11" \$1.25  
GRAIN DEALERS JOURNAL, La Salle Street, CHICAGO

## MILWAUKEE CHAMBER OF COMMERCE MEMBERS

### Grain Dealers

It is no speculation to ship us your grain. It's a sure thing you will be satisfied.  
L. BARTLETT & SON CO.  
Milwaukee Chamber of Commerce

### STACKS & KELLOGG GRAIN MERCHANTS

909-11 Railway Exchange Bldg., MILWAUKEE, WIS.  
We also handle all grades of chicken feed wheat feed barley, screenings, off-grade and damaged grain

### M. G. RANKIN & CO.

### GRAIN

CORN—OATS—BARLEY—RYE  
MILWAUKEE

### FEED AND GRAIN

BEST GRADES ONLY  
FRANKE GRAIN CO.  
BROKERS  
415-417 CHAMBER OF COMMERCE



For best prices and best service  
Insert our name in your next Bill of Lading.

### O. C. OWEN & CO.

Grain Commission  
502 Chamber of Commerce, MILWAUKEE

### B. G. ELLSWORTH

500 Mitchell Building, MILWAUKEE, WIS.  
23 years experience in Milwaukee market.  
Consignments and shipping orders given special attention.

### E. G. HADDEN CO.

Grain Commission Merchants. Careful attention given to the purchase and sale of wheat, corn and oats for future delivery, also Puts and Calls.  
Daily market letter upon application.  
13 Chamber of Commerce MILWAUKEE, WIS.

### TONS to Dollars and Cents

Designed primarily for use of Coal and Hay Dealers. This book of tables shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. It is especially adapted for retailers. It is well printed on good paper, and bound in cloth. It has a marginal index. Size of book 4½x8½ inches, 110 pages. Price, \$1.00.

GRAIN DEALERS JOURNAL

La Salle Street, Chicago, Ill.

CHICAGO MINNEAPOLIS

### J. V. LAUER & CO.

GRAIN COMMISSION  
BARLEY A SPECIALTY  
Ship us your grain and we will guarantee you the best price.  
MILWAUKEE, WIS.

## WICHITA BOARD OF TRADE MEMBERS

### HASTINGS & COMPANY GRAIN BROKERS

327 Sedgwick Block, WICHITA, KAN.  
Buyers for Exporters, Mills and Elevators.  
If in the market for winter wheat write or wire us for quotations.

### Baldwin-Barr Grain Co.

RECEIVERS AND SHIPPERS  
CONSIGNMENTS SOLICITED  
Country Run Milling Wheat a Specialty  
Write or Wire for Prices WICHITA, KANSAS

### KAFFIR KORN

We are in the center of the great Kaffir Korn territory. Direct shipments from country points. Let us quote you.  
The H. C. Thompson Grain Company  
WICHITA, KANSAS



**MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS****GEORGE W. MURFIN**

STRICTLY  
GRAIN COMMISSION  
Chamber of Commerce, MINNEAPOLIS, MINN.

SHIP TO  
**H. POEHLER CO.**  
EST. 1855  
GRAIN COMMISSION  
MINNEAPOLIS DULUTH

MILWAUKEE CHICAGO  
**E. A. BROWN & CO.**  
GRAIN COMMISSION  
MINNEAPOLIS, MINN.  
Consignments Solicited. Prompt Returns  
Guaranteed.

**H. L. HANKINSON & CO.**  
GRAIN COMMISSION  
Solicit Your Consignments  
MINNEAPOLIS  
MILWAUKEE DULUTH

**The VAN DUSEN-HARRINGTON Co.**  
GRAIN COMMISSION  
Write for prices and samples. We solicit your  
consignments and futures business.  
Minneapolis Winnipeg Duluth

Uniformly good results by ship-  
ping grain and sending orders for  
futures to  
**WERNLI-ANDERSON CO.**  
Minneapolis, Minn.

**WANT THE BEST  
CORN MARKET?**

Yes, Minneapolis

And the RIGHT Concern to Ship To?

**GOULD ELEVATOR CO.**

Paid Up Capital, \$75,000

MINNEAPOLIS, MINN.

F. J. SEIDL

P. M. INGOLD

We own Fireproof Terminal Elevator at  
Minneapolis for transferring and clean-  
ing our customers' grain, but do not  
own country elevators.

WHEN YOU WANT ANYTHING AND DON'T  
KNOW WHERE TO FIND IT  
WRITE BUREAU OF INFORMATION.  
GRAIN DEALERS JOURNAL CHICAGO, ILL.

**J. H. Riheldaffer Co.**

153 Chamber of Commerce Annex  
MINNEAPOLIS

**Grain Commission**

Careful personal attention given  
to consignments.

**NYE, JENKS & CO.**

Grain Receivers  
and Shippers

WHEAT **BARLEY** RYE

Careful Attention given all orders from

Millers and Maltsters

MINNEAPOLIS, MINN.

**JOHNSON-OLSON GRAIN CO.**  
Grain Commission, Minneapolis

**Produce Results**

**E. L. WELCH COMPANY**  
GRAIN COMMISSION.  
MINNEAPOLIS AND DULUTH.

**Cargill Commission Company**

WE HANDLE ON COMMISSION

WHEAT  
FLAX  
BARLEY  
OATS  
RYE

754 Security Bank Bldg.  
MINNEAPOLIS

CORN  
SPELTZ  
SEEDS  
SCREENINGS

611 Board of Trade  
DULUTH

WE SOLICIT CONSIGNMENTS FROM RESPONSIBLE SHIPPERS

MEMBERS

Chamber of Commerce  
Mpls. and Milw.

Board of Trade  
Duluth and Chicago

Produce Exchange  
New York



# MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS

## A PARTNER

HELP or a POSITION,

can be obtained quickly by placing an ad. in the "Wanted" columns of the Grain Dealers Journal of Chicago. It is the grain-trade's accepted medium for "wanted" and "for sale" ads.

## OF COURSE! FOR

"right resulting returns"

Right now write for our market letter

MINNEAPOLIS  
MILWAUKEE  
DULUTH

**J. H. Davies & Co.**  
**GRAIN COMMISSION**

**Fraser-Smith Co.**  
GRAIN COMMISSION

Duluth

MINNEAPOLIS

Milwaukee

WHEAT

J. F. Fraser

BARLEY

M. W. Smith

CORN and OATS

R. G. Sims

INDIVIDUAL  
ATTENTION  
GIVES BEST  
RESULTS

# INTERNATIONAL GRAIN CO.

MINNEAPOLIS, MINN.

Receivers and Shippers of ALL KINDS OF GRAIN

*Consignments Solicited*

Send Samples—Barley—Oats—Flax and Low Grade Wheat for Quotations

# INDIANAPOLIS BOARD OF TRADE MEMBERS

**MUTUAL GRAIN CO.**  
Thoroughly Reliable

Send it to the Mutual—that consignment, that sale to arrive or that inquiry. Send us your grain. We are prompt. We can place your new corn.

618 Board of Trade Building  
Indianapolis Indiana

M. T. DILLEN, Pres. W. J. RILEY, Sec. & Treas.

The Cary Jackson Grain Co.

610 Board of Trade, Indianapolis, Ind.

Call us by phone—Bell, Main 3434  
New Phone, 3434K

**JORDAN & MONTGOMERY CO.**

623 Board of Trade Bldg., Indianapolis, Ind.

**WHOLESALE GRAIN**

Terminal Elevator. We handle salvage grain.

**C. A. SHOTWELL & CO.**

GRAIN MERCHANTS

Board of Trade, Indianapolis, Ind.

**B. B. MINOR**

On the next Bill of Lading  
IS ASSURANCE  
of our name

**ON ALL THE REST**

718 Board of Trade Bldg. Indianapolis, Ind.

**The Bassett Grain Co.**

Indianapolis, Indiana

616 Board of Trade Building

Phones 80

# TOLEDO PRODUCE EXCHANGE MEMBERS

Established 1887

**H. W. DEVORE & CO.**

701 Produce Exchange—TOLEDO, OHIO.

MEMBER: Toledo Produce Exchange  
Chicago Board of Trade.

Prices mailed on request  
Brokers in all principal centers.

"SEND IT TO.... **Zahm**"

That Consignment of Grain or Seed  
That Order for Futures

**J. F. Zahm & Co., Toledo, O.**

Members Toledo Produce Exchange and  
Chicago Board of Trade

"HERE SINCE 1879"

**WHEN "SEEDY" TRY**

**C. A. KING & CO.**

Futures and Consignments.  
Red Clover, Timothy and Alsike.

**TOLEDO Leads the World**

**JOHN WICKENHISER & CO.**

Wholesale Grain Dealers  
TOLEDO, OHIO

We make track bids and quote delivered prices.  
Solicit consignments of Grain and Clover Seed.  
Members Toledo Produce Exchange and Chicago  
Board of Trade

E. L. Southworth

Kenton D. Kellholts

**Southworth & Company**

GRAIN, SEEDS and PROVISIONS

26 and 27 Produce Exchange, Toledo, Ohio  
Both Long Distance Phones 555, Direct to Exchange  
Floor. Members Toledo Produce Exchange  
and Chicago Board of Trade.



**BUFFALO CORN EXCHANGE MEMBERS**

W. W. Alder

T. J. Stofer

**ALDER-STOFER  
GRAIN CO.****Consignments a Specialty**619-621 Chamber of Commerce  
BUFFALO, N. Y.

GRAIN SHIPPERS, lend us your ears, so that we might tell you how you can BEST promote your interest by consigning your Grain to

**The Churchill Grain & Seed Co.**  
BUFFALO, NEW YORK**WANTED:**

Green pea screenings in carloads or less than carloads.

**BUFFALO CEREAL COMPANY**  
BUFFALO, NEW YORK**PRATT & CO.****Grain Commission Merchants**Correspondence Solicited  
817-829 Chamber of Commerce  
BUFFALO, N. Y.**REMEMBER**When making consignments to Buffalo, that I do a  
STRICTLY COMMISSION BUSINESS  
**W. G. HEATHFIELD**  
Member of Corn Exchange **BUFFALO, N. Y.****THE TOWNSEND-WARD CO.  
GRAIN COMMISSION**633 Chamber of Commerce, BUFFALO, N. Y.  
Consignments Solicited.  
Personal Attention Given All Shipments.**THE ELECTRIC GRAIN ELEVATOR CO.**Receivers and Shippers of  
**Grain, Mill Feeds and Hay**  
Correspondence and Consignments Solicited  
321 Chamber of Commerce, BUFFALO, N. Y.**A. W. HAROLD  
GRAIN****BARLEY****A SPECIALTY**

717 Chamber of Commerce, Buffalo, N. Y.

Write For Bids

**CORN & OATS****S. M. Ratcliffe**Chamber of Commerce **BUFFALO, N. Y.**  
Consignments Solicited**GRAIN CONTRACTS**

Form 10 is a duplicating grain contract book, containing 100 original and 100 duplicate contracts for contracting the purchase of grain from farmers; originals and duplicates are printed on bond paper of different colors, with spaces on the back of the leaf for entering grain delivered on the contract. By placing one sheet of carbon paper between the original and the duplicate, each entry on one side appears on the other. The contracts are numbered in duplicate. Check bound, size 5 7/8 x 3 inches. Machine perforated. Price, with four sheets of carbon paper, 50 cents.

**GRAIN DEALERS JOURNAL**  
315 S. La Salle St., Chicago, Ill.**BURNS GRAIN CO.****I MAKE A SPECIALTY OF  
DULUTH WHEAT**Write me  
**CHAS. E. COLLARD**  
Chamber of Commerce **Buffalo, N. Y.****BIDS SENT ON APPLICATION.****CONSIGNMENTS SOLICITED.**

SHIPPERS

**EASTERN GRAIN COMPANY  
BUFFALO, N. Y.**MEMBERS OF  
**CHICAGO BOARD OF TRADE    BUFFALO CORN EXCHANGE    GRAIN DEALERS' NAT'L ASSN.**

RECEIVERS

**CORRESPONDENCE INVITED.****RETURNS RENDERED PROMPTLY.****PEORIA BOARD OF TRADE MEMBERS****BUCKLEY, PURSLEY & CO.****Commission Merchants  
GRAIN AND SEEDS**  
10 Chamber of Commerce, PEORIA, ILL.Consign that  
Next Car of**CORN**—TO—  
**W. W. DEWEY & SONS**  
COMMISSION MERCHANTS  
26 Chamber of Commerce, PEORIA, ILL.W. E. Furrer, Pres. Frank M. Smith, Treas.  
H. A. Ramsey, V. Pres. H. E. Moore, Sec'y & Mgr.**RUMSEY, MOORE & CO.**  
**GRAIN and COMMISSION**  
Board of Trade Building PEORIA, ILL.  
Your consignments solicited—Personal Attention—  
Quick returns to all  
Ask for Our Bids.Consignments of and Orders  
for Grain Solicited**F. W. ARNOLD & CO.,** Chamber of Commerce  
PEORIA, ILL.  
TELEPHONES: INTERSTATE 537, BELL 3831Special and Personal Attention Given to  
Consignments and Quick Returns



## RECEIVERS, SHIPPERS AND BROKERS.

### McPHAIL & CO.

BROKERS

Hay, Grain, Flour, Feed, Salt  
501 AUSTELL BUILDING  
ATLANTA, GA.

### E. A. GRUBBS GRAIN CO.

Greenville, Ohio

Wants Correspondence with members of the  
Grain Dealers National in Ohio, Indiana and  
Illinois. We want strictly sound winter wheat,  
yellow shelled corn and re-cleaned white oats.

### McLane, Swift & Co.

Buyers of Wheat, Corn, Natural and  
Clipped Oats, Choice Rye. Write for  
bids. Consignments solicited. Ele-  
vator located on M. C. & Grd. Trunk.  
BATTLE CREEK, :: MICHIGAN

### Benedict Commision Co., Ltd.

Receivers and Exporters

Facilities Unsurpassed NEW ORLEANS, LA.

### CRABBS REYNOLDS

TAYLOR CO.

GRAIN AND CLOVER SEED  
CRAWFORDSVILLE INDIANA

### Jno. H. Miller's Sons

Receivers and Shippers of  
Grain and Feeds,  
TYRONE, PA.

### LANGENBERG Hay and Grain Co.

NEW ORLEANS, LA.

Consignments Solicited

Branch of Langenberg Bros. &amp; Co., St. Louis, Mo.

### W. F. HECK & CO.

Will handle your consignments on regular  
terms, or buy outright

GRAIN, HAY, STRAW and MILL-FEED  
Car or mixed car lots

727 Wabash Bldg. PITTSBURGH, PA

### Hughes Warehouse & Elevator Co.

NASHVILLE, TENN.

Grain, Hay, Millfeed, Flour

### STOCKBRIDGE SERVICE SATISFIES

"That's the Reason"

Stockbridge Elevator Co., Jackson, Mich.

### BALDWIN GRAIN COMPANY

GRAIN BROKERS

BUYERS OF CAR LOTS

R. C. BALDWIN, Mgr. BLOOMINGTON, ILL.

### L. E. SLICK & CO.

402-405 Livingston Bldg., Bloomington, Ill.

### CASH GRAIN

We Buy Grain for All Markets.  
Both Phones. Get Our Prices.

### WILLIS E. SHELDEN Wholesale Grain JACKSON MICHIGAN

### Gates Elevator Company

Receivers and Shippers of

GRAIN, HAY and MILLFEED

CLEVELAND, OHIO

### CIPHER CODES

We carry the following cipher codes in stock  
and can make prompt delivery

Robinson's Cipher Code, leather	-	-	2.00
Hay and Grain Cipher Code	-	-	1.00
A. B. C. Code, 5th Edition	-	-	7.00
Baltimore, Export Cable Code	-	-	8.00
Comparison Cable Code	-	-	5.00
Riverside Code, 5th Edition	-	-	3.00
Universal Grain Code	-	-	3.00
American Seed Trade Assn.'s Code	-	-	2.00
Stewart's International Code	-	-	.25

For any of the above, address

GRAIN DEALERS JOURNAL,  
315 So. La Salle St., CHICAGO, ILL.

### Clark's Grain Tables for Wagon Loads

TWELFTH EDITION

The best and most complete edition of these  
popular reduction tables ever issued.

It contains 16 grain tables and two pages of  
freight tables all printed from heavy-faced type  
in two colors on 175-pound Manila stock. It is re-  
inforced at back with silk cloth.

It has a string loop attached so it can be hung  
up beside the scale beam. Marginal index for  
quickly finding table wanted.

All reductions are complete on one page. It  
has a range from 100 to 4,000 lbs. on 10-pound  
breaks.

The tables show the following reductions:  
Oats at 32 lbs., 33 lbs. and 35 lbs. Timothy Seed,  
45 lbs. Barley, Hungarian Grass Seed and Corn  
Meal at 45 lbs. Barley at 50 lbs. Shelled Corn  
Rye and Flax Seed at 56 lbs. Wheat, Clover Seed,  
Beans, Peas and Potatoes at 60 lbs. Wheat, 60  
lbs., with 1, 2 3 and 5 lbs. dockage. Ear Corn at  
70 lbs., 72 lbs., 75 lbs and 80 lbs per bu.

Freight table shows rate per bushel at 60, 55,  
48 and 32 lbs. per bu. when the rate per 100 lbs. is  
1 to 30¢ cents in 1 cent rises.

Price, postpaid, 50 cents

GRAIN DEALERS JOURNAL

La Salle Street

CHICAGO, ILL.

### RECEIVERS

who want to reach the regular grain  
dealers of the country use space in  
the GRAIN DEALERS JOURNAL

## Clark's Car Load Grain Tables

SEVENTH EDITION.

REVISED AND ENLARGED

With these tables you can quickly check up all reductions and detect and prevent errors,  
which in the car lot business are liable to run into the hundreds of bushels.

Largest and most complete car load reduction table ever published. Five new tables have  
been added and a set of tables for Malt is included in this new edition. RANGE—Oats and Cotton  
Seed (32 lbs.), 7 tables, from 20,000 to 97,000 lbs. Malt (34 lbs.), 5 tables, from 20,000 to 75,000 lbs.

Barley, Buckwheat and Hungarian Grass Seed (45 lbs.), 7 tables, from 20,000 to 97,000 lbs. Corn,  
Rye and Flax Seed (56 lbs.), 9 tables from 20,000 to 118,000 lbs. Wheat, Clover, Peas and Potatoes  
(60 lbs.), 9 tables, from 20,000 to 118,000 lbs. The number of bushels in any weight of grain within  
the numbers specified above are given in bold face type, the remaining pounds in light face type.

Pounds are printed in red and bushels in black.

PAPER—These tables are printed on durable heavy linen ledger paper and bound in leather  
covers with marginal index.

Price, delivered, \$2.50

GRAIN DEALERS JOURNAL

La Salle Street,

Chicago, Illinois

## Clark's Double Indexed Car Register

Is a record book designed to afford ready reference to the entry or record  
of any car number. Facing pages 11x14 1/2 inches of heavy ledger paper are  
each ruled into five columns, those on the left-hand page being numbered 0, 1,  
2, 3 and 4; while columns on the right-hand page are numbered 5, 6, 7, 8 and  
9. Each column is ruled into three distinct divisions with the following sub-  
headings: "Initial," "Car No." and "Record."

The marginal index figure represents the right hand or unit figure of the  
number entered; and the column heading the second or tens figure. So that  
the required number can always be instantly found if properly entered.

ORDER FORM 40 contains 36 pages, bound in heavy canvas covers, with  
spaces for registering 9,000 cars. Price, \$1.50.

ORDER FORM 42 contains 68 pages, bound in art canvas covers with  
spaces for registering 17,000 cars. Price, \$2.50.

GRAIN DEALERS JOURNAL,

La Salle St., Chicago, Ill.

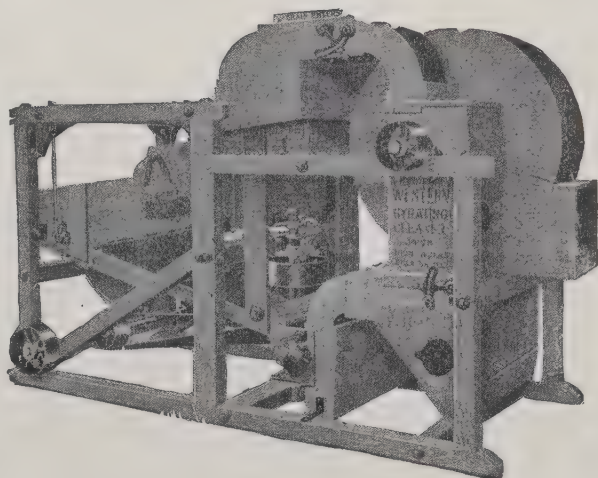


## Tests being made by the U. S. Dept. of Agriculture

in their laboratory at Decatur, Illinois, demonstrate the fact that the greater the per cent of broken cobs in a sample of corn, the greater the per cent of moisture; other conditions being equal.

The grade of your corn is determined by the moisture test at the terminal market.

It will pay you big to CLEAN YOUR CORN WELL.



BUILT IN SEVEN SIZES

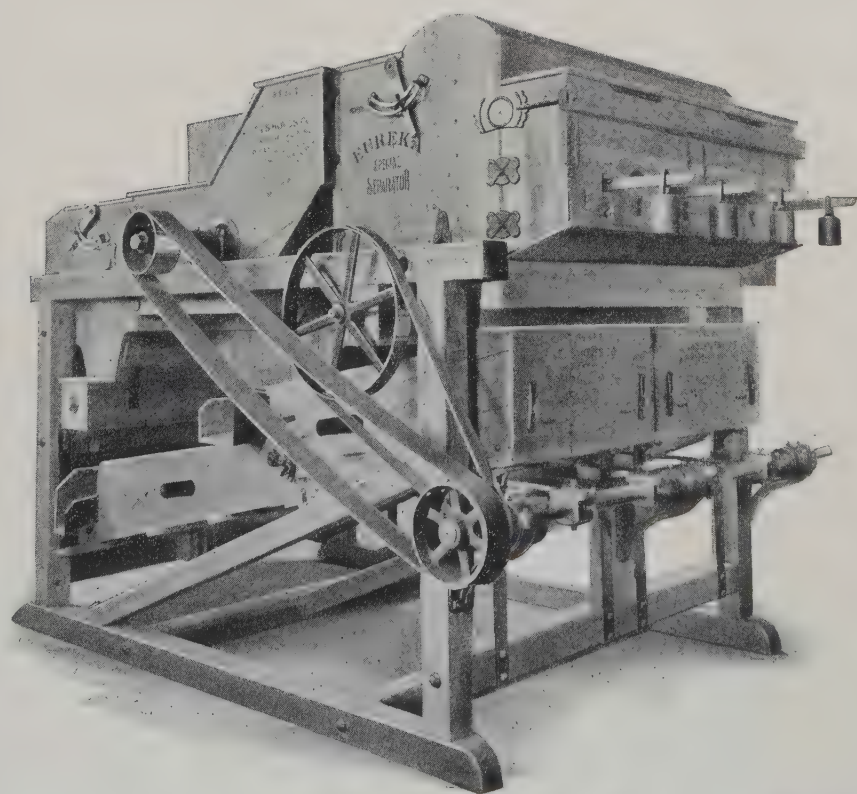
## The WESTERN Gyrating Cleaner

is a machine that will clean your corn and put it in perfect condition for market.

YOU TAKE NO CHANCE  
RESULTS GUARANTEED

Write to-day for descriptive matter and prices.

**UNION IRON WORKS, Decatur, Illinois**



## The "EUREKA" Combined Corn with Cob and Small Grain Cleaner.



A Counterbalanced Combination Cleaner for Mill and Elevator.

No change of Sieves required.

Handles Corn with Cobs direct from Sheller; also cleans wheat and other small grains.

Has large Special Finger Main Screen and fine Seed Screen for Corn and Cobs. Large Main and Seed Screen for small grain.

Special Automatic Feeder. Two strong controllable air separations. Improved self-oiling bearings and eccentrics.

Heavy construction. Satisfaction guaranteed.

Write for further particulars and prices.



## THE S. HOWES COMPANY

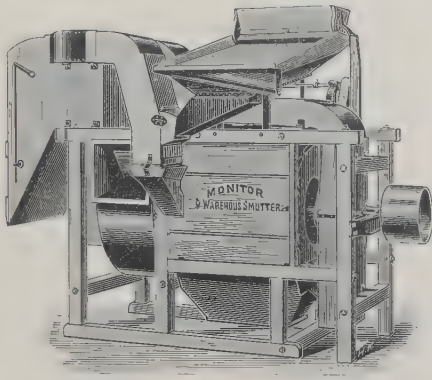
Originators of High Grade Grain Cleaners

"Eureka" Works, SILVER CREEK, N. Y.

Our expert representative will be pleased to explain the merits of the "Eurekas."



# TO RAISE THE WEIGHT OF WHEAT



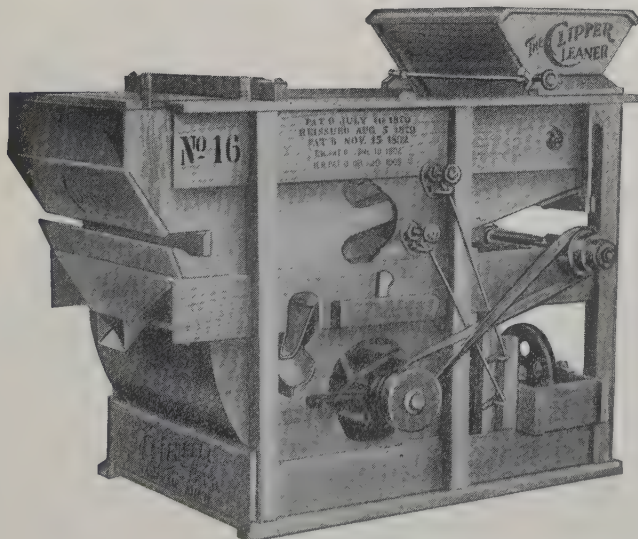
Lots of off grade wheat can be handled with decidedly large profit by the users of this machine. Hundreds of elevators have used the "Monitor" for this kind of work, finding that it is easy to operate, requires a minimum of power, and very small cost for maintenance. Smutty wheat of the worst character is handled to perfection; smut and dirt are removed without injury or waste. If you have never seen a machine of this kind in operation, and do not know its many advantages, let us post you.

**"MONITOR" HUNTLEY MFG. CO., Silver Creek, N. Y.**  
**Warehouse Smutter**

**AGENTS:**

MINNEAPOLIS, MINN.—A. F. Shuler, 316 Fourth Avenue, South  
CHICAGO, ILL.—F. M. Smith, 608 Traders Building  
PORTLAND, ORE.—C. J. Groat, 404 Concord Building

# The No. 16 Clipper Seed and Grain Cleaner



This is a first class Cleaner of medium capacity that will make any separation that can be made on our largest and most expensive machines

It has Traveling Brushes on the screens and Special Air Controller. These two devices make it possible to separate any two kinds of seeds or grains that are not of exactly the same size or weight. The Brushes keep the screens from becoming choked and the Air Controller regulates the blast to exactly the proper strength to blow out light or blasted clover without blowing out good seed, or to blow out light or chaffy grain from the plump, heavy grain when grading for seed purposes.

*This machine is light running, well made, nicely finished and guaranteed to give satisfaction. Catalog and full description furnished on request.*

**A. T. FERRELL & CO.**

**SAGINAW, W. S. - - - - - MICH.**



GET OUR PRICES ON  
GASOLINE ENGINES AND  
AUTOMATIC SCALES  
BEFORE BUYING.  
WE WILL SAVE YOU  
MONEY.

SPECIAL PRICES ON COMPLETE  
ELEVATOR EQUIPMENT.

SEND US YOUR  
ORDERS.

**EVERYTHING  
IN THE  
ELEVATOR**

CAN BE  
HAD  
FROM THE

**American Supply Co.**  
OMAHA, NEB.

**LARGEST STOCK** GRAIN ELEVATOR  
MACHINERY & SUPPLIES **LOWEST PRICES**  
GASOLINE ENGINES. SCALES. CONVEYING MACHINERY ETC.

Sheave Wheels  
Transmission Rope  
Distributing Spouts  
Indicator Stands  
Spiral Steel Conveyor  
Controllable Wagon  
Dump  
Plain Dump Irons  
Ear Corn Feeders  
Feed Mills  
Man Lifts, Etc.



**PULLEYS**

Cast Iron, Steel  
Rim, Wood Split,  
Friction Catch,  
LARGE STOCKS



We make and sell  
all styles of Coup-  
plings, including the  
Roversford Com-  
pession Coupling.



**BIN GATES OF  
ALL KINDS**



**SECTIONAL STEEL  
SPOUTING**

Receiver  
Joints and all  
Sheet Metal  
Work.

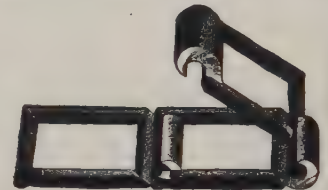
**LOADING  
SPOUTS**

We make and  
sell hundreds of  
them every year.

Best Material,  
Correct  
Constructions.  
Made in any size  
to suit



Sprocket  
Chain  
All  
Sizes



**SPROCKET  
WHEELS**

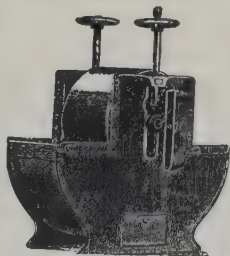
Plain, Split, or  
with Clutches.



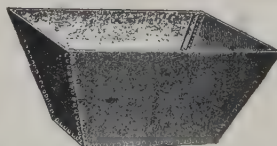
**CAR MOVERS  
EASY  
ATLAS  
SAMSON  
SHELDON  
SPECIAL**



**EMPIRE CUPS**



**CAST IRON BOOTS,  
ADJUSTABLE,  
ALL SIZES.**



**BOOT PANS, All Sizes.**



**SALEM CUPS.**



**CUP BOLTS  
All Kinds.**



Rubber  
and  
Leather  
Belting



Our seamless Rubber Belting is the best for  
elevator service and is guaranteed.



**MACHINE CUT LACING**

Rawhide and  
Indian Tan  
Best Quality

Ask for our Handy Net Price  
Catalog.



A complete line of bearings,  
Plain and Self-Oiling.



By Comparison always found to be the best. We  
carry a full line Wagon, Hopper and Dump Scales.

Ask us about Corn shellers and cleaners.



**GRAIN TESTERS**

Both the  
**HOWE** and  
**CHAMPION**  
carried in  
stock.



*An Automatic Scale,  
Not an Automatic Puzzle*

A Scale  
not a  
Weighing  
Machine

The Beam  
comes to  
Balance  
with each  
draft



*Buy a SONANDER and you won't have to Guess*  
**THE HOWE SCALE CO., Rutland, Vt., U.S.A.**

Or our nearest wareroom in New York, Boston, Philadelphia, Pittsburg, Cincinnati, Chicago, St. Louis,  
Kansas City, Minneapolis, San Francisco, Los Angeles, or Portland, Ore.



Accuracy

Durability

Simplicity

Speed

Distinctive Features That Place the

# **SONANDER**

## **AUTOMATIC GRAIN SCALE**

---

---

In a class by itself.

---

---

Can you afford to be without this modern device in your mill or elevator?

---

---

We ask the privilege of submitting convincing proof.

---

---

# **THE HOWE SCALE CO.**

**RUTLAND, VT., U. S. A.**

Or our nearest wareroom in New York, Boston, Philadelphia, Pittsburg, Cincinnati, Chicago, St. Louis, Kansas City, Minneapolis, San Francisco, Los Angeles, or Portland, Ore.

Every Description of High Grade Howe Scales and Trucks Carried in Stock or Made to Order.



# Rexall Double Stitched Belting

The Gospel of Economy in Belt Expense thru REXALL versus Rubber and ordinary canvas has penetrated everywhere and thousands of Elevator Men have deserted the Belt that WAS for the Belt that IS

*For  
Elevating  
Conveying  
Heavy  
Transmission*



*Double  
Stitched  
Means  
Double Life*

**IMPERIAL BELTING COMPANY**  
MANUFACTURERS "Everything in Belting" CHICAGO

## Concrete Means Protection From Fire, Water and Vermin



GRAIN ELEVATOR, HIGHLAND, ILL.,  
HIGHLAND MILLING COMPANY.

FIRE cannot crack or burn. Water cannot soak through or rot. Vermin can make no impression on

## Lehigh Portland Cement

while ever increasing strength does away with future repairs.

Write for our booklet, "41 Concrete Reasons" why you should use cement.

**The Lehigh Portland Cement Co.,**  
528 Peoples Gas Building, CHICAGO, ILL.

Ask Us About—

## "R. F. & C." PATENTED SOLID WOVEN RUBBER BELT FOR

**Grain Elevating and Conveying**

*Send for Sample and Particulars*

**W. H. SALISBURY & CO., Inc.**

Established 1855

**Belt Manufacturing Experts**

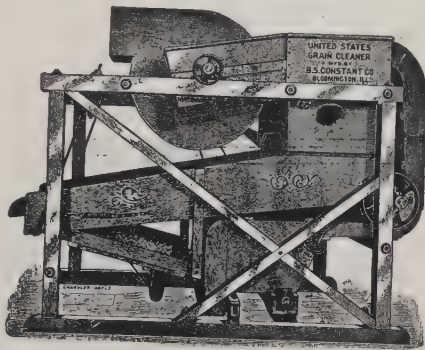
CHICAGO

ILLINOIS



# FOR SALE

One No. 15 U. S. Grain Cleaner for separating corn and cob from sheller and cleaning Corn, Oats and Wheat. Brand new, ready for immediate shipment. Capacity 400 to 600 bushels per hour. Price, \$195.00 f. o. b. cars here. First order received gets it. We guarantee satisfaction and if you want a good cleaner, write



**B. S.  
Constant  
Co.**  
Bloomington  
Illinois  
**FOR  
QUALITY**

## A little Forethought is nearly always better than a lot of After-thought

Capacity 60,000 bushels.

**R. C. Cooper**

GRAIN SEPARATOR CO.,  
Sparta, Wis.

Coopertown, North Dakota  
Dec. 29, 1910

Gentlemen:—I am pleased to report that the No. 5 Richardson Oat separator I bought of you last June has done splendid work for me. In separating oats from wheat the work could not be better. It is a perfect separation; fine as silk. I have never before seen work that would begin to compare with the work of this machine.

Wishing you success, I am

Yours truly,

R. C. COOPER.

You wouldn't do without a telephone because you have one and know it's value. You wouldn't do without a Richardson Oat separator or Screenings machine if once you had one, because you would know its value.

Right now is a very good time to get acquainted with these separators in your own mill or Elevator. The present crop will warrant you in installing either one or both these machines, as the quality of work you get from them on either oaty wheat, or on screenings, cannot be had from any other, and will repay their total cost several times over during a single season.

One operation gives you PERFECT separations.

**The Richardson Will Make you money.  
not cost**

**Grain Separator Co.**  
SPARTA, WIS.

## Hess=Dried Corn

Dried with Warm Air } With a  
Cooled with Fresh Air } **Hess Drier**

**Best for Shipping  
Best for Storing  
Best for Milling**

Hess=Dried Corn is normal in all respects. It will germinate strongly, and its milling qualities are improved. The treatment of Hess Drying sweetens it, removes all odors, and by driving out all excess moisture prevents heating and makes it safe for shipping or for storing indefinitely.

Sold by many leading grain dealers throughout the U. S. A free list of these dealers will be supplied on request.

**Hess Warming & Ventilating Co.**  
907A Tacoma Bldg., Chicago.

Ask about our U. S. moisture tester.

## GRAIN SHIPPING LEDGER

**FORM 24**

An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. A page is given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

Across top of left hand page is printed "Shipments To....." the column headings on this page are: Date Shipped; No.; Car Initial; Car No.; Kind of Grain; Grade, Bushels or Weight; Price; Am't. of Draft; Remarks. The right hand page is ruled with column headings as follows: Date Returned; No. Bushels Returned; Grade; Date Sold; Price; Freight Paid; Other Charges; Total Charges; Over Charges; Net Proceeds; Balance. Above the date column on each page are the figures "190.." In the column headed "No." on each page is a column of figures running consecutively from 1 to 50, thus numbering the lines on each page for quickly following record across the double pages.

The book contains 100 double pages. The best lined ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$2.50.

**GRAIN DEALERS JOURNAL**  
La Salle Street, Chicago, Illinois



## GRAIN ELEVATOR BUILDERS

### CONCRETE GRAIN STOREHOUSES

are fireproof and durable. The cost of maintenance and insurance of building and contents is reduced to a minimum. Grain keeps better in concrete and business is never interrupted by a fire. It is the only material the grain dealer who expects to remain in business can afford to use, and if he wishes to sell out, his plant is as good as new.

Write for Plans and Specifications to  
**B. J. CARRICO, Fort Worth, Tex.**

### MODERN ELEVATORS?

**YES, INDEED.** Address the inquiry  
**W. H. CRAMER**  
ST. PAUL, NEB.  
and satisfaction will be yours. Convincing references.

### Grain Storage Construction Co.

Mutual Life Bldg., Buffalo, N. Y.

**Builds Steel and Concrete Elevators and Mills**

Write Us when Interested

**15** Complete gangs on the job.

**15** New elevators now under construction.

**53** First class plants built so far this year.

## WHY?

**Because nothing succeeds like success.**

We will send you the names and locations of the 53 plants so you can look over the one nearest your place.

If you have any idea at all of building a new plant or repairing your old one, drop us a line.

It won't cost you anything to do that.

### BURRELL ENGINEERING & CONSTRUCTION COMPANY

Stock Exchange Bldg., Chicago, Ill.

### BUYERS AND SELLERS

of grain elevators. You can make your wants known quickly by advertising in the "Elevators for Sale and Wanted" columns.

### G. H. Birchard CONTRACTOR OF Grain Elevators.

**Especially Designed for Economy of Operation and Maintenance**  
LINCOLN, NEB.

### Morley Bros. Haden & Plott

Designers and Builders of Elevators and Warehouses

**Wichita, - Kansas**

### REDUCE YOUR EXPENSE

bill, by having an Elevator that does the work. I build and remodel grain Elevators. Write for plans and prices.  
**R. M. VAN NESS, Fairbury, Neb.**

### GRAIN ELEVATOR

Designing and Construction  
Made a Specialty

**Witherspoon-Englar Co.** Monadnock Bldg. CHICAGO

### FRIEDLINE

designs and builds strictly modern Grain Elevators, Concrete Storage Tanks, Mills and Warehouses.

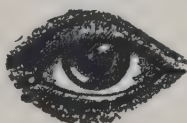
Write for Plans and Estimates.

**FRED FRIEDLINE & CO.,**  
512 Traders Bldg., CHICAGO

### Macdonald Engineering Co.

**DESIGNERS AND BUILDERS OF GRAIN ELEVATORS**

Monadnock Bldg., CHICAGO, ILL.



**SEE US**

about that

**New Elevator**

You want the best—most modern—at the RIGHT price. We combine these conditions to your satisfaction. The stamp and time for a letter to us, will be amply repaid. Write today.

### McAllister & O'Connor

Designers and Builders of Elevators  
Phone Harrison 7859

1232 MONADNOCK BLDG., CHICAGO

### Grain Elevators

When planned, built and equipped by us, prove a pleasing proposition TO YOU. Write and tell us what you want.

**NEWELL CONSTRUCTION CO.**  
Cedar Rapids, Iowa.

### STEEL GRAIN TANKS

We are pioneers in this line and are building tanks in the good old fashioned way. Joints caulked and guaranteed water, weather and bug proof. Long experience has demonstrated the necessity of high grade workmanship to make steel storage a success. We do it.

**Wm. Graver Tank Works, East Chicago, Ind.**

### THE SIDNEY ENGINEERING & CONSTRUCTION COMPANY

Designers and builders of grain elevators. Elevator property bought and sold.

**SIDNEY, OHIO**

### O. J. LEHRACK

**Contractor and Builder of Grain Elevators**

**KAN AS CITY, MISSOURI**

### John S. Metcalf Co.

**ELEVATOR BUILDERS**

623 THE TEMPLE

Plans and Specifications a Specialty, CHICAGO

### L. O. HICKOK & SON

**ENGINEERS and CONTRACTORS**

for **ELEVATORS**

**FIREPROOF STORAGE**

Minneapolis, . . . Minn.



### C. E. Bird & Co.

MINNEAPOLIS

**Elevator and Mill Builders**

16 Years' Practical Experience

### ABSOLUTELY FIREPROOF



Every part reinforced concrete  
**Not Costly.**  
Any number hoppers bins spouting direct to car

**No Insurance**  
Lasts forever

For cost and details, send to  
Appleton, Wis.

**FINTON CONSTRUCTION CO.**



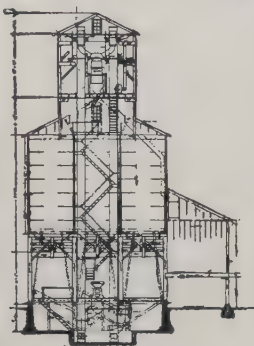
## GRAIN ELEVATOR BUILDERS

**REAL builders of  
REAL elevators**

## YOUNG LOVE CONSTRUCTION CO.

218-219 Grain Exchange  
SIOUX CITY, IOWA

### MODERN GRAIN ELEVATORS



We have every facility for planning for anyone desiring a modern grain elevator, complete working plans and specifications.

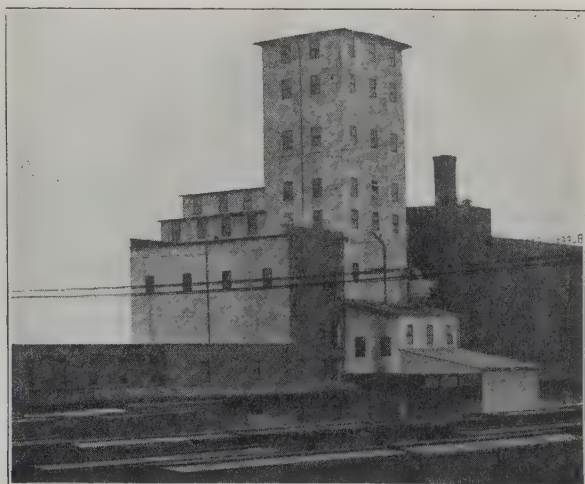
It is cheaper to make changes on paper than after the building is completed.

However, if your building does not suit you or it needs modernizing, we can show you how to do it best.

Write us for particulars.

**RELiance CONSTRUCTION CO.** 625 Board of Trade,  
Indianapolis, Ind.

**Reinforced Concrete Grain Elevator, Feed  
Mill and Warehouse, built in 1910 for  
Buffalo Cereal Co., at Buffalo, N. Y.**



**Fireproof Construction Elevators, Mills and  
Warehouses. We prepare plans and make  
lump-sum price for the complete work.**

**MONARCH ENGINEERING CO.**

Chamber of Commerce

BUFFALO, N. Y.

## MERIT WILL TELL

5 large corn elevator contracts  
in three weeks.

## Why?

Highest Quality Equipment.  
Moderate Prices.

G. C. CHISTOPHER

A. C. RYNDERS

Owners

**The P. H. Pelkey Construction Co.**

Phone 374

WICHITA, KAS.

## OLSON BROTHERS & CO.

**ENGINEERS and CONTRACTORS**

Grain Elevators, Flour Mills  
and Complete Plants for handling  
Coal, Sand, Gravel, Ores,  
Ashes, etc.

Phone Humboldt 2373  
2418-22 Bloomington Ave.  
CHICAGO, ILL.

## Wagon Loads Received

A book for the use of country grain buyers in keeping a record of grain received from farmers.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380.

Price, \$1.50

## GRAIN DEALERS JOURNAL

La Salle Street, CHICAGO, ILL.

## Record of Cars Shipped

Is a book designed especially for country shippers in keeping a complete record of each car of grain shipped.

It is ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9½x12 inches, and contains 160 pages of linen ledger paper, 29 lines to each page, and has spaces for recording the foregoing facts regarding 2,230 carloads. It is well bound in strong boards with leather back and corners.

Order Form 385. PRICE, \$1.50.

## GRAIN DEALERS JOURNAL

La Salle Street, CHICAGO, ILL.



## GRAIN ELEVATOR BUILDERS

# LISTEN

Have Your  
**ELEVATOR—BUILT—RIGHT**

**T. E. IBBERSON**

ELEVATOR BUILDER  
Minneapolis, :: Minn.

### FIRE PROOF STEEL GRAIN ELEVATORS AND STORAGE TANKS



Almost anywhere between the Mississippi and the Pacific Coast, you will find elevators like these that we have built.

We have the largest plant in the West for manufacturing steel work and Machinery of all kinds.

**We Are Designers and Builders**

**MINNEAPOLIS STEEL & MACHINERY CO.**  
MINNEAPOLIS, MINN.

Denver, Colo.  
Seattle, Wash.

Spokane, Wash.

Salt Lake City, Utah  
Butte, Mont.

**Kaucher, Hodges & Co.**

DESIGNERS AND BUILDERS

Exchange Bldg., Memphis, Tenn.

**L. J. McMILLIN**

Engineer and Contractor of  
**GRAIN ELEVATORS**

Any Size or Capacity

627 Board of Trade Bldg., Indianapolis, Ind.

## O. P. HIETT COMPANY

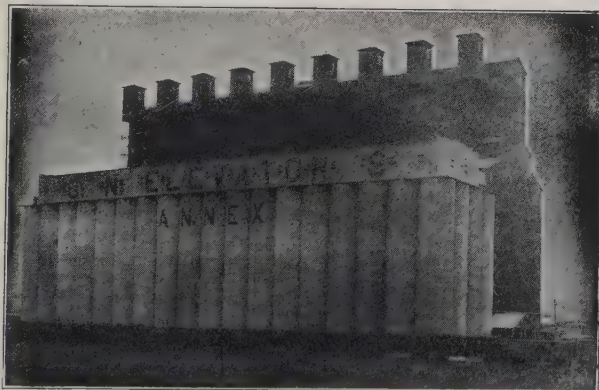
Designers and Builders of **GRAIN ELEVATORS** of Any Size or Capacity

**PLANS AND SPECIFICATIONS A SPECIALTY**

Our elevators are so designed that the cost of operating and maintaining same is minimized by arrangement and adaptability to the need of the business. Write us if you are going to build an elevator or remodel your old one and we will save you money and guarantee you satisfaction in the construction of the work.

PEORIA

ILLINOIS



**GREAT NORTHERN RY. CO.**  
**ELEVATOR "S" ANNEX, SUPERIOR, WIS.**

**2,250,000 Bushels Capacity**  
**Reinforced Concrete**

Built Complete in 120 Days by

**The Barnett & Record Company**

Minneapolis, Minn.

CONTRACTORS AND ENGINEERS

## JAMES STEWART & CO.

CONTRACTORS

Designers and Builders of **GRAIN ELEVATORS** in All Parts of the World



Grand Trunk Pacific Elevator at Fort William, Ontario.  
Capacity 3,500,000 Bushels.

**GRAIN ELEVATOR DEPT., 1811 Fisher Bldg., Chicago**

W. R. SINKS, Manager

R. H. FOLWELL, Engineer

We also do General Contracting and have Offices in the following cities.  
Write or call on any of them

New York, Hudson Terminal Bldg.

Pittsburg, Pa., Henry Oliver Bldg.

San Francisco, Cal., 709 Mission St.

Canadian Stewart Co., Ltd., Montreal

St. Louis, Mo., Bank of Commerce Bldg.

New Orleans, La., Hibernia Bank Bldg.

Denver, Colo., First National Bank Bldg.

Canada, Eastern Township Bank Bldg.

Fort William, Ontario, Canada



## Let Us Handle Your R. R. Claims

**GRAIN A SPECIALTY —**  
Also Live Stock and Produce

We can give you the best, since our staff is composed of men who have spent their lives in this line of business. Experience, intelligence and ability used in the interest of your freight claims. If we fail to collect, we make no charge.

Our service has been a profit  
to others, why not you? Write

**DONALDSON & CO.**

1001-04 Gloyd Building.

KANSAS CITY, MO.

## BOWSHER

(Sold with or without Elevator)  
**CRUSH** ear corn (with or without  
shucks) and **GRIND** all kinds of  
small grain. Have Conical-Shape  
Grinders. Different from all others.

### LIGHTEST RUNNING

(Our circular tells why)

Handy to Operate. Ten sizes  
2 to 25 Horsepower.

Peculiarly suited for use  
with Gasoline Engines

The N. P. Bowsher Co.  
South Bend : : Indiana

## FEED MILLS



## BIG CAPACITY Corn and Feed Mill

But that isn't the only advantage of this Ehsram Two and Three-High mill. It's made of finest materials for strength and long service. Frame is all cast iron—and arranged so that rolls can easily be removed for grinding and corrugating. Don't decide on any corn and feed mill till you get all the facts about the

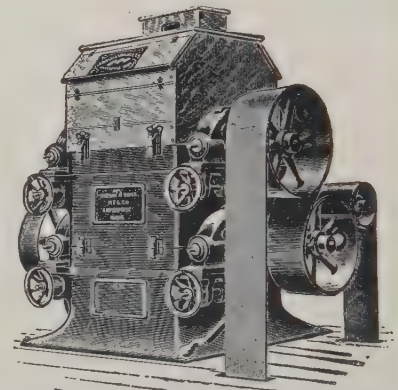
### EHSRAM

### "TWO AND THREE-HIGH"

furnished with belt or gear drive on slow side, as desired. Grinds coarse or fine meal, barley, graham flour linseed meal, rye, corn chop, etc. Best for each. Built for rolls nine inches in diameter. Send your name now for all facts. Address

**THE J. B. EHSRAM & SONS MFG. CO.**  
2 Factory St., Enterprise, Kansas

*The Largest and Best Equipped Roll Dressing  
plant West of the Missouri River.*



## You Will Find Not Only a Revolution But Also a Revelation in the Monarch Ball Bear- ing Attrition Mills.

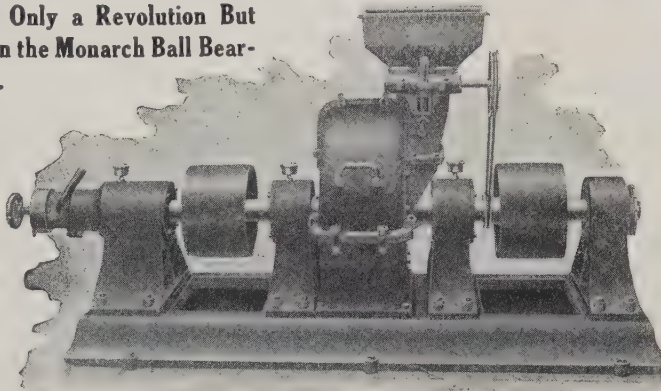
Guaranteed Saving of  
at least  $\frac{1}{3}$  in Power  
or increase of  $\frac{1}{3}$  in  
Capacity with the  
same Power.

Impossible for mill to  
get out of tram.

Bearings Absolutely  
Guaranteed.

Mill sent on Trial.

We manufacture every  
thing for the Flour,  
Cereal or Feed Mill,  
Grain Elevator, etc.



Monarch Ball Bearing Attrition Mill. WRITE FOR CATALOGS AND PRICES

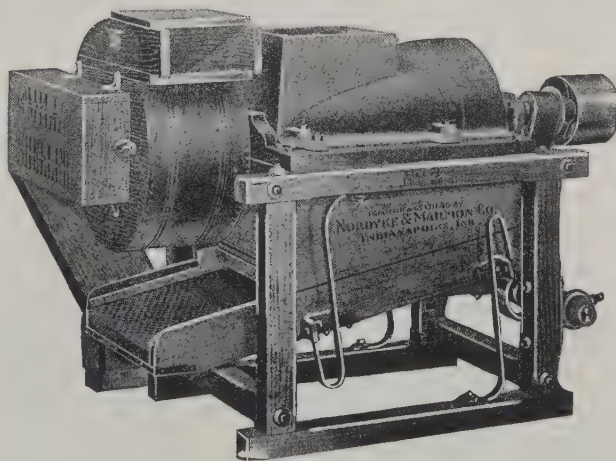
## SPROUT-WALDRON & CO. "Mill Builders" MUNCY, PA

P. O. BOX 260

General Western Office:  
Monadnock Block, Chicago

Pacific Coast Branch:  
613 McKay Bldg., Portland, Ore.

Northern Office:  
1208 Fourth St. So., Minneapolis, Minn.



## The STANDARD of QUALITY

in mill and elevator machinery  
is fixed by the quality of *actual*  
service obtained in *constant use*.

## "N & M CO." MACHINERY

in an elevator assures the owner of reliable, never-failing service. "N & M. Co." equipment possesses more durability, more efficiency, and greater economy of power and upkeep.

*Sixty Year's America's Best*

## NORDYKE & MARMON COMPANY

Established 1851

America's Leading Mill Builders

INDIANAPOLIS, IND.



## CYCLONE BLOW PIPE CO.

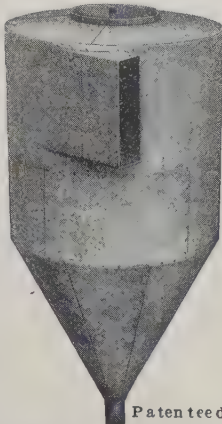
IMPROVED

Cyclone Dust Collectors, Automatic Furnace Feeders, Steel Plate Exhaust Fans, Exhaust and Blow Piping.

Complete systems designed, manufactured, installed and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

High and Low Speed Systems

1001-1015 W. 21st St., cor. Morgan St. CHICAGO, ILL.



Patented

## Duplicating Scale Ticket Book

No. 62, is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets, 100 white sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets and the sheet is perforated so that each ticket can easily be removed. Each ticket is printed, ruled and spaced for the following information: Date; Bot of; Price per Cwt; Price per bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. A sheet of carbon is placed between the white and manila sheets, so that the weigher tears out a ticket and gives it to each driver, retaining a carbon copy of it. 800 tickets in each book with a rubber stamp for quickly filling in name of buyer. Price \$1.25.

Grain Dealers Journal

LaSalle Street, Chicago, Ill.

## If Your Business

isn't worth advertising  
advertise it for sale

## GRAIN TRYERS



WILLIAMS-LOYD MACHINERY COMPANY, 638 Federal Street

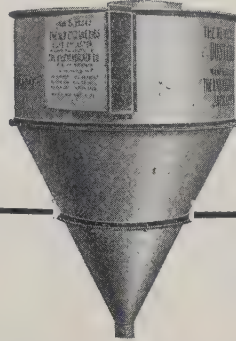
Chicago



## CAR-LINING BURLAP

To prevent leakage of grain, line cars with "Milwaukee Burlap"—it will save you dollars and trouble. Write for prices and samples.

MILWAUKEE BAG CO., Milwaukee, Wis.



## Saves Half the Power

BECAUSE

There is No-Back-Pressure

## The New "1905" Cyclone Dust Collector

Write for Catalog  
on Dust Collectors

The Knickerbocker Co.

Jackson, Mich.

## Did It Ever Occur to You

that the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business, and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it.

We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54 inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

The Strong-Scott Mfg. Co.

Minneapolis, Minn.

Northwestern Agents for

Richardson Automatic Scales

Invincible Cleaners

Knickerbocker Dust Collectors

## The Smith Improved Overhead Wagon Dump

This dump is simple in construction, compact, requires little space in the driveway, easy to operate, requires no blocking of wagon, and does not break coupling poles.

The advantage over other dumps is that it takes up no room in your dump, you can fill the dump to the floor, and with the addition of rope, extra rollers or snatch blocks it can be made to dump into as many openings as required. Power can be easily applied to this dump by putting a drive shaft underneath the jack gears and a double flange pulley on this shaft and on the jack frame shaft. Then place a tightener frame and pulley on the floor and when you want to use your dump just tighten the belt. We also manufacture an All Iron Overhead Wagon Dump.

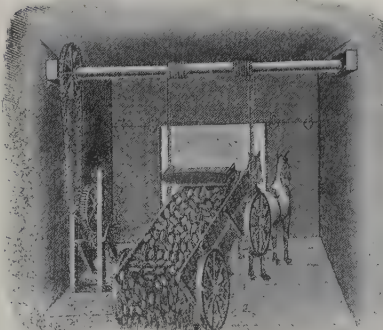
THE PHILIP SMITH MFG. CO.

SIDNEY, OHIO

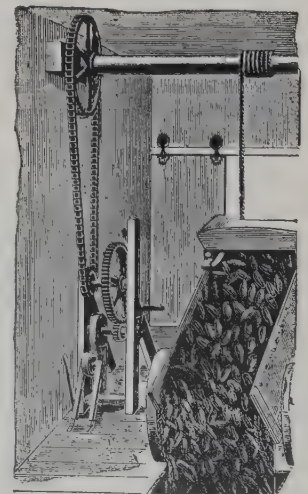
Manufacturers of THE SIDNEY LINE of Corn Shellers and Cleaners, Grain Elevating and Conveying Machinery.

Write for Catalogue No. 25.

A complete stock carried at Enterprise, Kas.



Wood Roller Overhead Wagon Dump



Showing Power Attachment



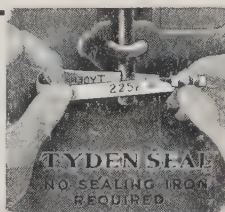
**M. M. BAKER & CO.**100 to 110 Harrison Street  
PEORIA, ILL.**Belting Packing**

Hose, Chain, Wire Rope

Elevator Supplies

PROMPT SHIPMENTS

144 page catalogue sent on request

**Claim  
Losses  
Prevented**by TYDEN SELF-  
LOCKING CAR  
SEALS bearing  
your name and consecutive numbers.  
Thousands of shippers use them.  
Write for samples and prices.**INTERNATIONAL SEAL & LOCK CO.**Chas. J. Webb, Gen'l Sales Agent,  
617 Railway Exchange Building, CHICAGO, ILL.**SUCCESS  
SAFETY MAN LIFT**ATTENTION,  
ELEVATOR CONTRACTORS!Write us for our Special  
Proposition for 1911

DO IT NOW

**HASTINGS**Foundry & Iron Works  
HASTINGS NEBR.**The Automatic  
Dump Controller**This machine can be attached to  
old or new drop dump, with  
but small expense.Absolutely automatic, out of  
the sink, and requires no atten-  
tion. Has control of the dump  
from the time the trigger is  
pulled until it settles entirely  
down.Its using oil for a cushion  
makes it self lubricating.There are hundreds in use over  
the entire grain section.Our list of testimonials, and  
numerous duplicate orders is con-  
clusive evidence of their value.

Satisfaction guaranteed.

For descriptive circular  
and list of users, write**L. J. McMILLIN**

Board of Trade Bldg. Indianapolis, Ind.

**The KING  
BUCKHORN MACHINE**

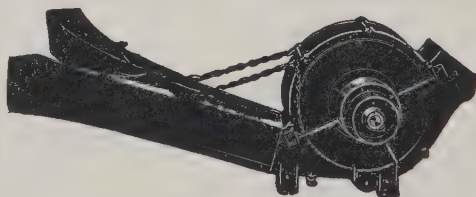
is the BEST on EARTH

Ask us about it.

Manufactured by

**J. M. KING & SON**

North Vernon, Indiana

**SECOND-  
HAND**Shellers, Cleaners, Clippers, Scales, Feed  
Mills, Steam Engines, Boilers, Gas-  
oline Engines, Belting, Buckets, Con-  
veyors or any other elevator mach-  
inery can be bought or sold quickly  
by placing an ad. in the "Wanted"  
or "For Sale" columns of the**GRAIN  
DEALERS JOURNAL**  
OF CHICAGO.IN October 1905 we sold a Boss Car Loader to  
Kleiss & Ludwig at Pesotum, Ill., and Sep-  
tember 15th, 1911, their successors, Kleiss &  
Gilles wrote us as follows:"Our elevator was partly wrecked today by  
having part of a freight train run into one  
corner of it and our loader was totally dis-  
abled and we will want a new one very soon.  
Send us your catalog and price list at once."

Five days later they wrote us the following:

"Please enter our order and ship at once one Boss No. 14 car loader without spout. We saved the  
spout out of the wreck. Probably you will make us a reduction for the spout."If you wish to see for yourself we will ship on trial and if you are not satisfied in every respect you  
may return it at our expense.**Maroa Manufacturing Co.,**Dept.  
3**Maroa, Ill.****Look Here, Mr. Grain Dealer.**You've been considering the installation of car loader  
for some time—if you have not it's time you were.Why not give up the old-fashioned method of crawling into a  
car to fill it to the limited capacity—of receiving discounts on cars  
of grain, because the center was dust and foreign matter, of con-  
stant attention to old timed spout when loading? The installa-  
tion of a**COMBINED  
GRAIN CLEANER AND PNEUMATIC  
CAR LOADER**

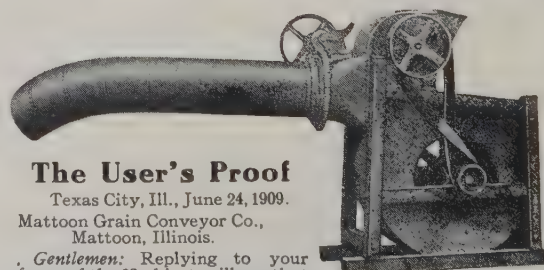
means more profit with less labor. WHY? Because—

**First and most important**—It is impossible for it to crack or mill the grain.**Second**—It will fill the largest cars to full capacity, without any labor in the car.**Third**—It is strong and durable, automatic in its action, and requires no atten-  
tion after starting.**Fourth**—The constant moving of the pneumatic tube as it loads the grain, pre-  
vents any accumulation of dust or dirt in the center, or any other part of the car,  
thereby avoiding heating, and "off" grades.**Fifth**—It cools and dries the grain as it passes through the current of air.

For full particulars, prices and testimonials write

**MATTOON GRAIN CONVEYOR COMPANY, MATTOON, ILLINOIS**

"LOADS GRAIN, MALT, OR SAND."

**The User's Proof**Texas City, Ill., June 24, 1909.  
Mattoon Grain Conveyor Co.,  
Mattoon, Illinois.Gentlemen: Replying to your  
favor of the 22nd inst. will say that  
the "Combined Grain Cleaner and Pneumatic Car Loader," which  
I purchased of you last season, has given good satisfaction. It  
cleans considerable dust out of the grain, which gives it a better  
grade. Since I have installed one of your loaders in my elevator  
I do not use a man in the car, the man who weighs operates the  
loader, and it loads each end of the car very nicely, and I wish to  
further state that it does not crack the grain. I would recommend  
this machine to any one who contemplates putting in a grain  
loader.

Yours truly,

W. T. GARNER.



## Grain Receiving Register

This book is designed to facilitate the work of the country grain man in keeping a record of wagon loads of grain received.

At top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, and Remarks.

Each book has 100 pages, 8½ x 14 inches, and each page 40 lines, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on linen ledger paper, and substantially bound in extra heavy canvas covers. Order Form 12AA. Price \$1.50.

GRAIN DEALERS JOURNAL, LaSalle St., Chicago, Ill.

## Sales, Shipments and Returns Book

is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½ x 16½ inches, used double. The left-hand pages are ruled for information regarding SALES and SHIPMENTS; the right-hand pages for RETURNS. Under SALES the column headings are Date, Amount Sold, Price, Grain, Terms. Under SHIPMENTS are Date, Car No. and Initial. Our Weights, In Bushels, Grade, Route, Rate. Under RETURNS are Destination Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

No. 14 AA contains 76 double pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Price \$2.00.

GRAIN DEALERS JOURNAL, La Salle St., CHICAGO, ILL.

## J-M Asbestos Roofing



New Searritt Building, Kansas City, Mo.  
Covered with J-M Asbestos Roofing.

Made of  
SOLID ROCK  
fibres.

Long-lived.

Unburnable.

Never needs painting.

Makes buildings cool  
in Summer and  
warm in Winter.

Result of half cent-  
ury's experience.

Sold direct where we have no dealers. Write nearest branch for sample of the curious Asbestos Rock and Catalog No. 303.

### H. W. JOHNS-MANVILLE CO.

Manufacturers of Asbestos and Magnesia Products.

**ASBESTOS**

Asbestos Roofing, Packings, Electrical Supplies, Etc.

Baltimore	Cleveland	Kansas City	Minneapolis	Omaha	San Francisco
Boston	Dallas	Los Angeles	New Orleans	Philadelphia	Seattle
Chicago	Detroit	Milwaukee	New York	Pittsburgh	St. Louis 1452

# DO YOU

GRAIN DEALERS JOURNAL,  
Chicago, Ill.

Gentlemen:—Herewith is draft covering Help Wanted adv. in your classified column. This adv. certainly **Produced Results**, as we are having answers from all wheat growing sections of the United States. Yours truly,

THE RUSSELL MILLING COMPANY

Russell, Kansas, 6-2-11.

# NEED HELP



As a Roofing and Siding for Grain Elevators

A BUILDING COVERED WITH  
Ready-To-Lay

# Burmite

(Reg. U. S. Pat. Off.)  
is absolutely SPARK-PROOF. A recent test, in which a red hot coal was placed on the slate-surfaced "Burmite" material, and allowed to remain there until it cooled, very clearly proved this. See illustration in upper right hand corner.

Dealers in Building Material should write at once to Bermingham & Seaman Co. for copy of their "PLAN FOR HELPING YOU GET NEW TRADE and SELL MORE ROOFING."

## PROTECT YOUR BUILDINGS FROM SPARKS

Losses aggregating millions of dollars annually are caused by flying sparks from locomotives, chimneys and forest fires.

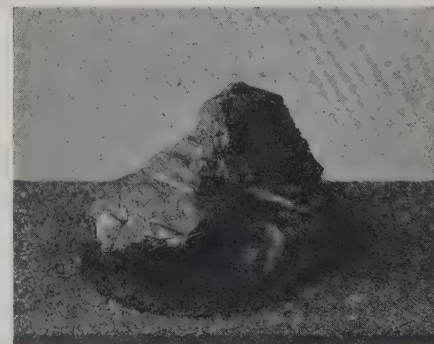
"Burmite" is the outcome of years of experience in manufacturing a material for Roofing and Siding Residences, Business and Factory Buildings, Elevators, Mills, Barns, Garages, etc.,—NEW or OLD, of any kind of construction. It is unconditionally **Guaranteed for 10 years without Coating or Painting.**

Let us send you free of all charges and obligation, our Booklet, "Burmite Quality Counts" Samples and advertising literature.

**Bermingham & Seaman Co.**  
Roofing Manufacturers CHICAGO

General Offices: 1208-26 Tribune Building  
Plant: 56th, Armitage and Grand Avenues

Distributors of BEAVER BOARD



Live Coa. on "Burmite"

USE THIS COUPON

Bermingham & Seaman Co., Tribune Bldg., Chicago  
Mail to my address, as above, Samples and Booklet. This places me under no obligation.

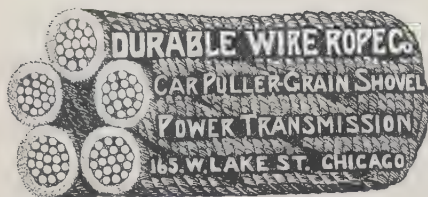
Name .....

Town .....

State .....

G. D. J. 11-200





**GALVANIZED CORRUGATED**  
Steel Siding, Roofing, Fireproof Window Frames, Sashes, &c

**SYKES Steel Roofing Company, Chicago, Ill.**  
Sheet Metal Contractors, Makers of Fireproof Windows  
Write them if you are in the market now or if you expect to be in the future. Contracts taken anywhere in the United States.

**R**

**+ FUMA =**

Live weevil plus a little Fuma equals dead ones every time.

**Fumigate Your Elevators and Mills with FUMA**

The only satisfactory method of treating grain in the bin; kills all insects, weevils, moths, etc.  
10c per lb., in 50 lb. and 100 lb. drums.  
Send for printed matter.

**EDWARD R. TAYLOR**  
Manufacturing Chemist Penn Yan, N. Y.

**It's up to you, Mr. Grain Man**

Do you desire a fanning mill, when you pay for a cleaner? Certainly not. Then see our "Standard" line of cleaners for all varieties of grain. It pays.

**Standard Cleaners**

Grain men are fast realizing the benefits derived thru the installation of a grain cleaner, but more than that they are being convinced of the superiority of the "Standard".  
Before that dirty load of grain comes in—Write

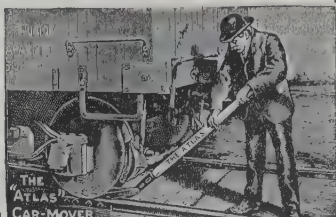
**The International Manufacturing Co.**  
CRESTLINE, OHIO



THE OLD WAY

**One Man** with an **ATLAS** can easily move a loaded one.

**Appleton Car-Mover Co.**  
Appleton, Wis.



THE NEW WAY

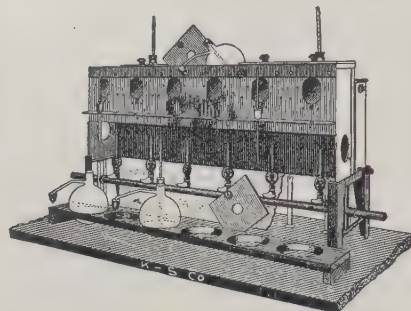
### The Atlas Car-Mover

will pay for itself daily and last for years.

Twelve men with a crowbar can hardly move an empty car.

## Are you absolutely positive of that new car of corn?

### Brown & Duvel's MOISTURE TESTER



Is it Damp? That's the question.

The saving on one car alone will pay initial expense, and at present prices will save you an extra heavy loss. You have the tester forever, and have saved the car of grain.

BUILT especially for the grain man's need. ADOPTED by the U. S. Government as Standard.

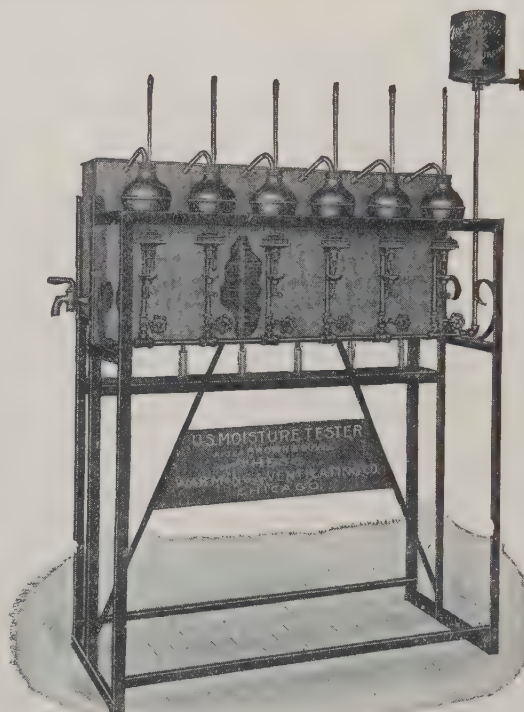
BEFORE we are covered with orders, send yours.

Our catalog explains all. Can we send it? Write

**The Kny Scheerer Co.,**

Department of Laboratory Supplies  
404-410 West 27th St., New York, U. S. A.

## YOU NEED A TESTER NOW



### IT SHOULD BE The HESS U. S. MOISTURE TESTER

There are plenty of good reasons. It's an absolute necessity for accurately determining the percentage of moisture in any and all kinds of grain, after the method adopted and recommended by the U. S. Dept. of Agriculture.

Used by leading grain dealers everywhere, and by grain exchanges in many cities. That's the kind of testimony that talks.

It is a self-paying investment, and in short order, too.

Get complete particulars, and the simple directions for operating.

**Hess Warming and Ventilating Co.,** 907 Tacoma Building, **Chicago, Ill.**

## ELEVATOR MACHINERY

**GRAIN DRYERS—All Sizes, CRUSHERS, SHELLERS and MILLS, CONVEYORS and ELEVATORS, CHAIN BELT and SPROCKET WHEELS, OAT MEAL and PEARLED BARLEY MACHINERY, HOMINY MILLS**

SEND FOR DESCRIPTIVE CATALOG OF WHAT YOU WANT

**THE C. O. BARTLETT & SNOW CO.**  
CLEVELAND, OHIO, U. S. A.



## GRAIN WANTED

By several thousand eastern millers  
who are best reached by  
**THE MILLERS REVIEW**  
Philadelphia, Pa.

For 29 years the Official Organ of the Pennsylvania Millers' State Association, representing Eastern Millers generally.



### PIT & PITLESS SCALES

For STEEL and WOOD  
Frames, \$25 and up. Write  
US before  
YOU BUY.  
WE SAVE  
you money  
Also Pumps  
and Windmills. **BECKMAN BROS.,** Des Moines, Ia.

## Grain Storage Receipts

Designed to be used by country elevator men, who store grain for patrons, in keeping a record of grain stored.

These receipts are numbered in duplicate, two on a page, with perforation between for easily tearing apart. The receipt is signed by the elevator man and shows he has received in store of.....net bus.....Wheat to be stored and insured under following conditions, etc.

The stub is used for recording the name of the owner of the wheat, the number of gross bus., dockage bus., and net bus., and lbs., grade and dockage per bu.

Each book contains 50 receipts printed on bond paper, 10½x3½ in.

Order form No. 4. Price 50 cents.

**GRAIN DEALERS JOURNAL**

315 S. LaSalle St. CHICAGO, ILL.

## CIFER CODES

Use a good Telegraph Cifer Code. Prevent Errors, Reduce the Cost of Sending Messages and Prevent Contents Becoming Known to Agents.

**ROBINSON'S TELEGRAPH CIPHER CODE** is used more extensively by the grain trade than all others combined. Well arranged, compact; can easily be carried in the pocket. Well printed on good paper. Bound in leather, \$2.00; cloth, \$1.50.

**HAY AND GRAIN CIPHER CODE** is for the use of hay receivers and shippers. Is well arranged, compact and well printed on good paper. Price, \$1.00.

**BALTIMORE EXPORT CABLE CODE**, the latest, simplest and most popular code used in the export grain trade. Bound in leather, 152 pages. Price, \$8.00.

**RIVERSIDE CODE**, fifth edition, specially adapted for use of millers and flour dealers who do an export business. Bound in flexible leather covers, 228 pages. Price, \$3.00.

**UNIVERSAL GRAIN CODE**, bound in flexible leather, 144 pages. Price, \$3.00.

**AMERICAN SEED TRADE ASSN.'S CODE**, well bound in either flexible or hard cloth covers, 124 pages. Price, \$2.00.

**A. B. C. INTERNATIONAL CODE** is used more extensively in international trade than any other. Bound in cloth, 480 pages. Fourth edition, \$5.00 Fifth edition, 1,400 pages, \$7.00.

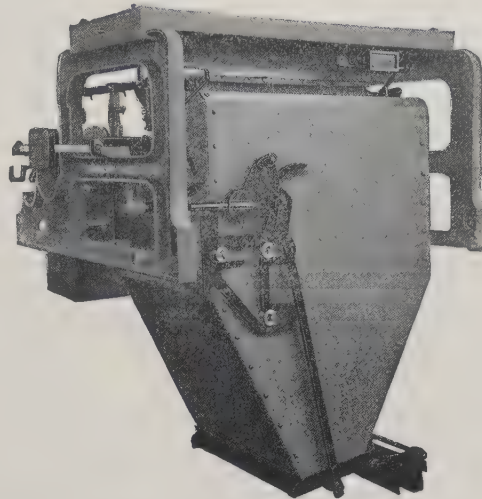
**COMPANION CABLE CODE**, a complete general code, with words from the official telegraph vocabulary. Bound in cloth, 144 pages. Price, \$5.00.

**YOUR NAME** in gilt letters stamped on front cover on any of above books for 25c extra.

For any of the above, address

**GRAIN DEALERS JOURNAL**

La Salle Street, Chicago, Ill.



## What's the Use

of shipping your good and valuable grain thru out-of-date and useless scales?

WHY NOT have an up-to-the-minute scale a REAL Scale—such as the **RICHARDSON AUTOMATIC**?

You will then know exactly what you ship.

The Richardson service extends thruout the country. Drop us a line and let us serve you—our advice won't obligate you to buy.

## RICHARDSON SCALE COMPANY

79 W. Monroe Street, CHICAGO

3 Park Row  
New York

Box 305  
Omaha, Neb.

413 Third St. South  
Minneapolis

## A Period of Specialties

We make a specialty of mill and elevator spouting.

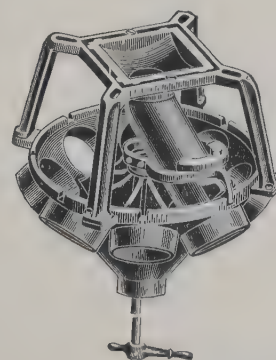
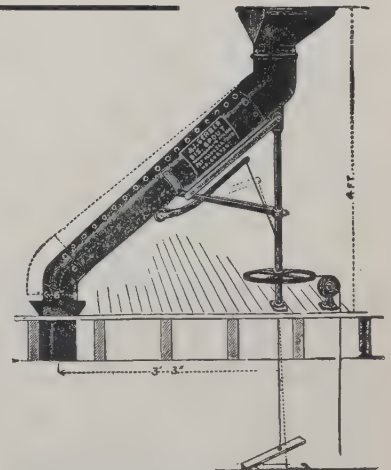
Gerber Improved Distributing Spouts are used all over the country, because of superior workmanship in the construction.

Mixing of grain is impossible with the Gerber system, which has a world wide reputation.

For further particulars write us.

**J. J. Gerber**

Minneapolis,  
Minn.



## Shrewd Purchasers Use The Hall Signalling Distributor

for its earnings, for its economy. Good sense guides them, and common sense compels us to make exactly what they need. You can safely consult them.

## HALL SPECIAL

(ELEVATOR LEG)

You can get greater results, better service, and have the best equipment, at less original cost, less operating cost, less maintenance cost, less care and trouble with a

## HALL SPECIAL

elevator leg than any other method you can adopt. ¶ You can't afford to erect an elevator leg now without first examining into this new arrangement, which is without a rival in economic and advantageous features. ¶ Circular F makes it all clear to you.

**Hall Distributor Co., 222 Ramge Bldg., Omaha, Neb.**

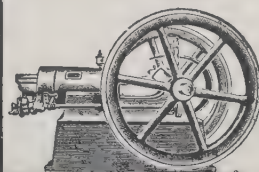
Figure the amount of advertising carried—Can you doubt our ability to **Produce Results**



## YOU WANT GOOD ELEVATOR POWER

You must have it to make profit on the long and short jobs. You get what you are looking for in the

### WITTE GAS & GASOLINE ENGINES



The low cost of power, the little time taken to start, the assurance of continuous operation, and the safety features make the WITTE Engine of interest to every builder and user.

#### GUARANTEED 5 YEARS

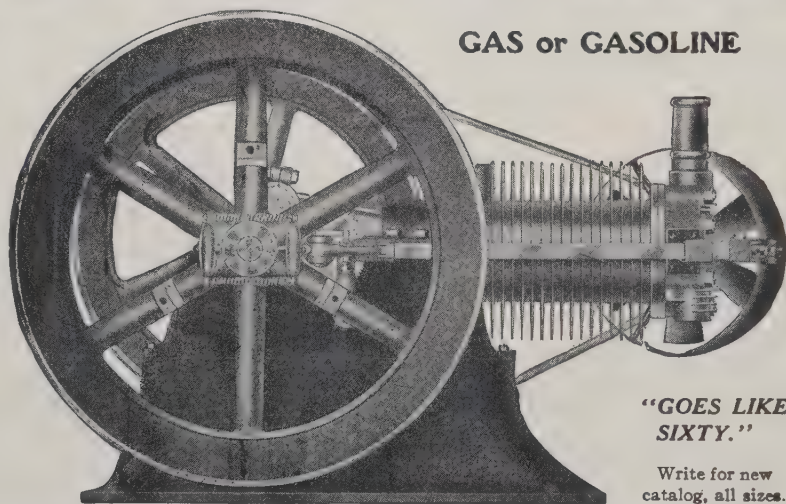
The proposition we make to introduce will appeal to you. In writing state size wanted.

**WITTE IRON WORKS CO.**  
1626 Oakland Ave., Kansas City, Mo



## GILSON 5 Horse Power AIR-COOLED ENGINE

GAS or GASOLINE



**"GOES LIKE SIXTY."**

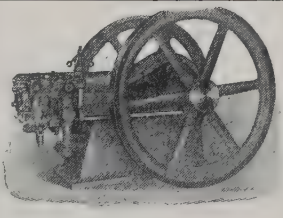
Write for new catalog, all sizes.

**GILSON MFG. CO., 644 Park St., Port Washington, Wis.**

### New—Near-New Rebuilt and 2nd Hand Gas Engines

of our own make, thoroughly guaranteed—8 to 50 H. P. Let us know your requirements and we can, no doubt, fit you out with just what you want.

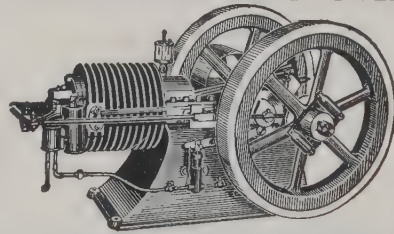
**The New Era Gas Engine Co.**  
86 Jefferson Avenue, PORTSMOUTH, OHIO



### If Your Business

isn't worth advertising  
advertise it for sale.

### LESS GASOLINE—MORE POWER



Why use 3 gallons of gasoline where you need only 2? Every third gallon you buy for a water cooled engine is just that much money thrown away. Find out about the Gade Gasoline Saver. Sizes up to 12 H. P., all air cooled.

**GADE BROS. MFG. CO. 110 Main St. Iowa Falls, Iowa**

## Shippers' Record Book No. 20

is designed to facilitate the book-keeping of grain shippers and to minimize the labor of keeping a complete record of each car shipped. The book is 9½x12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2900 car loads.

At top of left hand page, in bold-faced type, are the words, **"IN ACCOUNT WITH"** and at top of facing page, is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds, and Balance. Wide columns are provided for recording these facts under the respective heads.

Price \$1.75. Address,

**GRAIN DEALERS JOURNAL,**

**La Salle Street, Chicago, Ill.**

## Are You Using a Railroad Claims Book?

The first consideration when the claim agent receives your claim is the logical order in which the facts are stated. If your statements are so confusing that he must stop to reason it out, your claim is immediately pigeon-holed, buried until next year.

A Railroad Claim Blank requires only two minutes of your time for filing, and contains spaces for all the necessary information in a systematic order which assures prompt attention on the part of the claim agent. It increases your returns by helping you prove your claims and by helping the claim agent justify payment.

These Claim Blanks are bound in book form, each book containing 100 original and 100 duplicate blanks. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of the claim.

These Books are designed for claims for:

- Form A—Loss of Weight in Transit.
- Form B—Loss of Quality Due to Delay in Transit.
- Form C—Loss in Market Value Due to Delay in Transit.
- Form D—Loss in Market Value Due to Delay in Furnishing Cars.

The Books are bound in three styles, as follows:

- Form 411A contains 100 sets of Blanks, all Form A. Price \$1.25.
- Form 411-4 contains 70 sets Form A, 10 sets Form B, 10 sets Form C, 10 sets Form D. Price \$1.25.
- Form 411 contains 40 sets Form A, 20 sets Form B, 20 sets Form C, 20 sets Form D. Price \$1.25.

**GRAIN DEALERS JOURNAL**

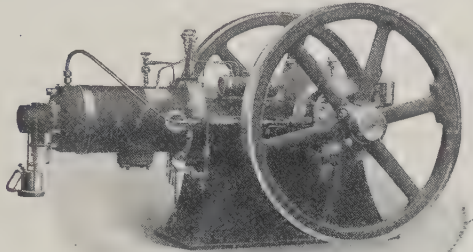
**315 S. La Salle St., Chicago, Ill.**



**50c** } **Runs a 25 Horse**  
**A DAY** } **Power 10 Hours**

## The Muncie Oil Engine

"Producing Power with the Cheapest Fuel."



It Operates on Crude Oil, Fuel Oil, Kerosene or Distillate. The few working parts reduce possible repairs and expenses to a minimum making the engine pay for itself in a short time.

*Write for particulars, references and prices.*

**Muncie Gas Engine & Supply Company**  
Mulberry St. and Railroads **MUNCIE, INDIANA**



## Use The Gasoline Engine Of Proved Superiority

The constantly increasing use of I H C Gasoline Engines is the result of tried and proved merit—a superiority which is everywhere recognized. Elevator men know that a reliable, economical gasoline engine is a big profit-maker. I H C Gasoline Engines are popular because they make money for their owners. A stoppage—a break-down in power caused by using an unreliable gasoline engine—may mean the loss of hundreds of dollars to the elevator.

## I H C Gasoline Engines

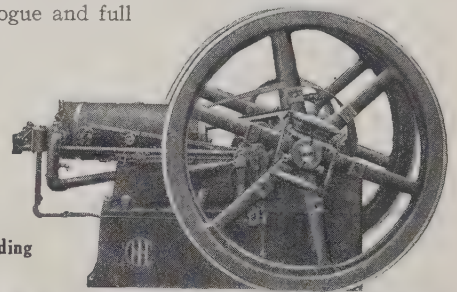
can be relied on at all times. They work powerfully and economically—start when required—and fuel expense stops the moment power is turned off. No risk—no danger—a clean, economical, reliable power—that's what an I H C Gasoline Engine means to every elevator.

There's an I H C engine for every requirement—vertical or horizontal—portable or stationary—from 1 to 50-horse power.

Write for catalogue and full information.

**International  
Harvester  
Company of  
America**  
(Incorporated)

21 Harvester Building  
Chicago U S A



## EDISON BSCCO PRIMARY BATTERY

We have some interesting battery information ready to send you—if you will write us concerning your battery requirements. Among the various types, there is a BSCO cell that will render you battery service beyond comparison with any service you have heretofore received. Write for this information today.

**Thomas A. Edison, Inc.,**  
49 Lakeside Avenue, Orange, N. J.

## You are Paying Too Much for Power

unless you are operating with an OTTO. Make us prove to you that steam power or electric current costs more than with an



## Gas or Gasoline ENGINE

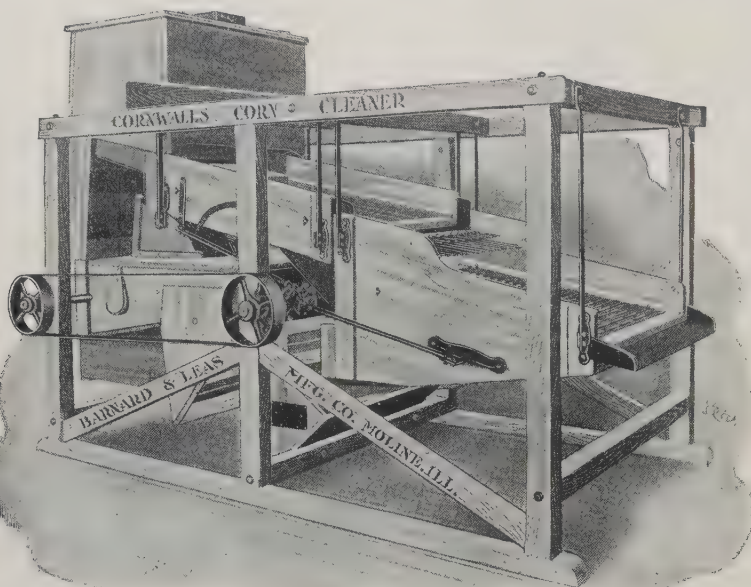
The fuel economy and low up-keep of the OTTO results in lower power cost than is possible from other makes of internal combustion engines. The OTTO is higher grade than ever, yet lower in price than formerly.

Built in all sizes from 1 to 120 H. P.—for city and natural gas, gasoline, alcohol, distillate. ¶ We also build producer gas plants complete.

**The Otto Gas Engine Works**  
3217 Walnut St., Philadelphia, Pa.



# CORN MACHINERY



If you need better machinery for handling the corn crop it will pay you to investigate the Barnard & Leas line.

## THE VICTOR CORN SHELLER

Shells the Corn.

## THE CORNWALL CORN CLEANER

Cleans it.

These machines have no equal in their line because their valuable features have always kept them in the lead.

Let us tell you about them. Let us tell you also about our other complete line of Feed Mills, Separators, Oat Clippers, Dust Collectors, Packers, etc.



**BARNARD & LEAS MFG. CO.,**

MILL BUILDERS AND  
MILL FURNISHERS

Established 1860

MOLINE, ILLINOIS

**Good Feeds will be Scarce and Prices will be high this Season  
Now is the Time to Buy International Sugared Feeds  
For Future Shipment while our Prices are Low**

## INTERNATIONAL SUGARED FEEDS

**CLEAN, NUTRITIOUS, PALATABLE FEEDS**

### INTERNATIONAL SUGARED DAIRY FEED

Is unexcelled as a milk producer. It costs less money than any other high class milk producing feed on the market today. It is worth \$15.00 to \$20.00 per ton more than bran as a milk producer and costs about the same.

### INTERNATIONAL SPECIAL MOLASSES FEED

Is an excellent mixing feed, costs \$2.00 or \$3.00 per ton less than ordinary mill feeds and gives much better results.

### INTERNATIONAL MOLASSES FEED

Is also used for mixing purposes and is fully equal to mill feed as a milk producer and costs \$4.00 to \$5.00 per ton less than ordinary mill feeds.

### INTERNATIONAL SUGARED HOG FEED

Gives better results than oil meal and costs \$6.00 to \$7.00 per ton less money.

### INTERNATIONAL SUGARED POULTRY FEED

Is a clean, bright, attractive feed, which we are offering for less money than is quoted on other similar feeds. Composed of wheat, oats, barley, corn, buckwheat, kaffir corn, sunflower seeds.

Owing to fortunate purchases of raw material when prices were much lower than now ruling, we are in position to accept bookings based on present low prices for December and January delivery. Write us at once for illustrated booklet, prices, samples and exclusive agency contract.

**INTERNATIONAL SUGAR FEED COMPANY**

MINNEAPOLIS, MINNESOTA

MEMPHIS, TENNESSEE



# "Wanted" and "For Sale"

The rate for advertisements in this department is 20 cents per type line each insertion

## MACHINES FOR SALE.

**WESTERN WAREHOUSE SHELLER** for sale. Good as new. Bargain if taken at once. H. M. Hobart & Son, Detroit, Mich.

**ONE SIZE O.** Cornwall's sieve corn cleaner with sieves for corn and wheat. Good condition; will sell cheap. Address Mapleton Milling Co., Mapleton, Iowa.

**NOTICE. LARGEST LINE** of entirely remodeled, rebuilt, second hand, also new machinery, supplies, belt, etc., for flour, meal and feed mills, grain elevators, etc., always on hand. Write now. Lowest prices. Hustling agents wanted. George J. North, 53 W. Jackson Blvd., Chicago.

**MACHINES FOR SALE**, consisting of an entire power plant, boiler 72 inches in diameter and 16 feet long, with 72 4-inch flues, butts strapped. High pressure, shell 7/16 inch. Head 5/8 inch. No dome. Full front. One boiler feed Hooker pump, 8-4-6. One Stillwell heater, class D, 8 inch inlet and 8 inch outlet. One hot well tank 12 feet long, 54 inches in diameter. One smokestack, 36 inches in diameter and 60 feet long. One Idea engine, 105 h. p. high speed, belt wheel, 60 inches, with 12 inch face. Machinery in first-class shape. Reasons for selling, now using electricity. The O'Neill, Kaufman, Pettit Grain Co., Hutchinson, Kansas.

**SECOND HAND FOR SALE**—Attrition mills: 3-24" Cogswell's; 1-24" Monarch; 1-20" Unique; 2-24" Foos; 1-19" Foos; 3 pair high roller mills; 2-9"x18" Noye gear drive; 1-9"x15" Case; 1-7"x18" 3 pair high Alfree, belt drive; 1-7"x15" Alfree, 2 high roller mill. Separators: 1 No. 1 1/2 Barnard & Leas milling, 1 No. 31 Barnard & Leas Receiving; 1 No. 258 Eureka Magnetic, 25 bu. cap.; 1 No. 256 Monarch Magnetic, 50 bu. cap.; 1 No. 0 Howes Magnetic, 35 bu. cap. Dust collectors: 1 No. 3 P, 1 No. 4 A, 1 No. 2-B Wilson Tubular, 1 No. 2 Monarch. Address Sprout, Waldron & Co., P. O. Box 260, Muncy, Pa.

**SECOND HAND MACHINERY.**—We offer the following **Rebuilt Machinery** at greatly reduced prices (subject to prior sales): **Largest stock in the world.** Separators—No. 3, No. 4 1/2 and No. 98 Barnard's No. 8 Eureka Elevator Separators. No. 0 and No. 4 Richmond, No. 3 Eureka Milling Separators.

**Oatclippers**—Nos. 6, 8 and 9 Invincible, No. 4 and No. 321 Eureka and No. 4 Barnards.

**Feed Mills**, 7x14 Great Western, 7x14 Nordyke & Marmon, and 9x24 Barnard & Leas, all two pair high; 6x18 Hutchinson, 9x18 Smith, 9x24 Alfree, and 9x30 Wolf, all three pair high, and many others.

**Roller Mills**—All sizes and makes, single and double.

**Attrition Mills**, 22 inch and 26 inch Foos, 30 inch American, 22 inch Unique, 16 inch Monarch, 20 inch Monarch.

**Corn Crushers**, Nos. 7, 8 and 10 Bowsher; No. 1 Styles N. L. and T Foos; No. 2 Triumph No. 7 and No. 12 Sullivan.

**Corn Shellers**—No. 2 and No. 4 Victor, No. 2 Western, No. 5 Keystone, No. B Standard and 2-Hole Joliet.

**Steam Drier**—No. 0 and No. 2 Cutler with hood and steam trap.

**Elevator Belts**—1,200 ft. 22 inch, 6 ply Rubber Belt with 20x6 Buckets attached @ 50c per ft., and many other sizes.

**Pulleys**—A big lot, both wood and iron, from 3 inch to 10 ft. in diameter. Write for new book "Gump Bargains," No. 2D, giving complete list all machines in stock.

**B. F. Gump Co., Mill and Elevator Machinery**, 431-433-435-437 S. Clinton St. Chicago.

## MACHINES FOR SALE.

**FOR SALE**—One No. 23 Pitless combined sheller and cleaner. Slightly used. Bargain. Morgan & Stafford, Marco, Ind.

**ONE NO. 10 CLIPPER CLEANER** for sale. In good condition. Will sell at a bargain. For further particulars address Farmers Elevator Co., Hunter, N. D.

**FOR SALE**—One 22 h. p. Fairbanks-Morse gasoline engine, one No. 2 Victor corn sheller, one No. 2 Barnard & Leas rolling screen corn cleaner. W. H. Aiman, Pendleton, Ind.

**PETERSON OAT BLEACHER** in good running order. Cheap. To be replaced by larger machine. Snap for Country Elevator to get in shape to handle stained oats at fraction of cost new machine. Address Bleacher, Box 1, Grain Dealers Journal, Chicago.

## MACHINES FOR SALE.

**ONE SPLIT PULLEY**, diameter 3 ft. 2 in. x 7 in. face; one split pulley, diameter 5 ft. 7 in. x 7 in. face; one Monitor oat clipper No. 6, and one Boss car loader for sale at a bargain. Used very little. Owing to change in equipment, do not need them. M. J. Lane, Gerlane, Kans.

## MACHINES WANTED.

**WANTED**—Second hand tog machine. Name price and condition. Bailey, Pleasants Co., Lynchburg, Va.

**WANTED FOR CASH** a good second hand corn separator, shaker type. Address Branch Grain & Seed Co., Martinsville, Ind.

**WANTED**—LARGE OAT CLIPPER, also large oat and wheat separator, either new or rebuilt. W. H. McCormick, Billings, Mont.

**WANTED**—Grain Dealers who are contemplating installing new machinery to use the "Machines Wanted" columns of the Grain Dealers Journal in securing prices and estimates of machines for sale. We can save you money. More than value received.

**WANTED**—A roller screen to separate corn from the cob, a No. 10 Clipper cleaner second hand, but must be in good condition and ready for shipment. Two friction driven over head dumps complete. Address all communications to H. G. Pollock, Middle Point, Ohio.

## SCALES FOR SALE.

**SCALES** for elevators and mills, lowest price. Chicago Scale Co., Chicago.

**SCALES** of all kinds repaired, rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, O.

**FOR SALE**—Buffalo Standard second hand 800 bus. Hopper Scale, first class condition. Thoroughly guaranteed. Buffalo Scale Co., 15-17 So. Clinton St., Chicago, Ill.

## SCALES WANTED.

**WANTED**—Second hand automatic scale to weigh up to five bus. of grain. Bailey, Pleasants Co., Lynchburg, Va.

## BUILDING MATERIAL.

**2 MILLION FT.** 2x6, 2x8, 2x10 hemlock cribbing; all size timbers, boards and ready roofing. J. G. Ruel, 7337 Stony Island Ave., Chicago.

## GASOLINE ENGINES

**ONE 25 H. P. ST. MARYS** gasoline engine in good condition for sale cheap. Address Scott & Son, Middlepoint, Ohio.

**IF YOU HAVE** a gasoline engine for sale advertise in the "Gasoline Engines" column of the Grain Dealers Journal and get quick results.

**10 H. P. INTERNATIONAL** GASOLINE engine for sale. Used 5 months. Putting in electric power reason for selling. Frank Gibbons, Dwight, Ill.

**1 20 H. P. FAIRBANKS-MORSE** gasoline engine, practically brand new. Fifty other sizes and styles. Write us if you need power. The Badger Motor Co., Milwaukee, Wis.

## GASOLINE ENGINES FOR SALE.

44 H. P. Fairbanks-Morse.  
25 H. P. Columbus.  
25 H. P. Fairbanks-Morse.  
22 H. P. Fairbanks-Morse.  
15 H. P. Fairbanks-Morse.  
12 H. P. Fairbanks-Morse.  
6 H. P. Fairbanks-Morse.  
4 H. P. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

## STEAM ENGINES—BOILERS.

**ONE 40 H.P. PENNSYLVANIA** BOILER for sale. Internal furnace; 125 lbs. working pressure. Whalen Bros. & Grant, Charleston, Ill.

**ONE 45 H. P. STEAM ENGINE**, \$200; one 60 h. p. natural gas 2 cylinder engine, running daily, \$500; one 90 h. p. tubular boiler, fine shape, stack, etc.; one 32 inch turbine water wheel, make offer; one 32 inch Leffel turbine water wheel, make offer; six sets bevel and straight tooth gearing, make offer. The Hulshizer Milling Co., Utica, Ohio.

## DYNAMOS—MOTORS.

### ELECTRIC MACHINERY BARGAINS.

180 Light, 125 Volt, Multi-Polar, Westinghouse dynamo, complete with switchboard .....\$155  
50 Light, 110 Volt dynamo, new, complete with switchboard and 5 h. p. hopper colled gasoline engine..... 250  
5 h. p. 3 phase motor..... 65

All sizes of motors and dynamos at lowest prices. Send us your inquiries.

Aaron Electric Co.

118 S. Clinton St., Chicago, Ill.

## MILLS FOR SALE.

**FEED MILL AND COAL YARD** for sale. A good bargain. S. S. Makepeace, Troy, O.

**40 BBL. WATER POWER FLOURING** mill for sale or trade for farm of equal value. Price \$8,000. Hill Mill, Box 64, Verona, Mo.

**WESTERN MARYLAND.** Two daily operating flour mills for sale. 60 and 75 bbl. daily capacity. Located in excellent wheat belts. A. W. Fastie, 14 E. Lexington St., Baltimore, Md.

**STAR MILLS, KENTUCKY**, located on Nolin River, a never failing water power, 2 miles from Hansborough and four miles from Glendale, Ky., surrounded by the best country in Kentucky. A 60 bbl. mill. Will sell for half its worth if taken before Christmas. W. S. Hayes, Glendale, Ky.



**ELEVATORS FOR SALE.**

**NORTH EAST KANSAS.** For sale 15,000 bu. iron-clad gasoline power elevator. Price \$6,000. Address H. K., Box 5, Grain Dealers Journal, Chicago, Ill.

**SOUTHWESTERN IOWA** elevator and coal business for sale in town of 1,500. Good territory; on own ground. Address I. R. V., Box 10, Grain Dealers Journal, Chicago, Ill.

**NORTH DAKOTA AND MINNESOTA.** For sale 16 elevators located in N. D. and Minn. Good stations and prices reasonable. Will sell either as a line or separate. Address 308 Board of Trade, Duluth, Minn.

**CENTRAL ILLINOIS.** Elevator for sale at 400,000 bu. station. One competitor. Reason for selling, poor health. Address H. A. R., Box 12, Grain Dealers Journal, Chicago, Ill.

**IOWA.** For sale—lumber yard, 2 elevators, 6 coal bins and cement block plant, all one business in Cherokee, Iowa; all doing good business. Address Elmo Archer, Cherokee, Iowa.

**FLORENCE, KANSAS.** For sale at one-third cost, grain elevator, capacity 50,000 bus., A., T. & S. F. tracks. First class condition, modern equipment. Price \$6,000. Address R. P. Isitt, 901 Main St., Kansas City, Mo.

**NEBRASKA.** For sale, 10M grain elevator, corn cribs, feed house and coal sheds in a good grain country, doing a fine business. All on own ground. Poor health reason for selling. Address Elevator, Box 9, Grain Dealers Journal, Chicago, Ill.

**MICHIGAN.** Elevator and feed business for sale or trade for farm property; 4 story building 90'x40', all covered with steel; on main line of M. C. R. R.; town 700 inhabitants; good farming country. Price \$6,000. Address B. V., Box 9, Grain Dealers Journal, Chicago, Ill.

**OHIO.** Will trade for land or sell for cash elevator, garage and coal yards. Land must be in Ohio, Ind., or Ill. This is a good business. No better grain country can be had. Poor health reason for selling. Address Chance, Box 4, Grain Dealers Journal, Chicago, Ill.

**COMPLETE FLOUR MILL AND** elevator with 25,000 bus. storage capacity; running and doing good business. Splendid business proposition. Will exchange for good land and will assume or put in cash up to \$10,000. Address Land, Box 10, Grain Dealers Journal, Chicago, Ill.

**WISCONSIN—10,000 bu.** elevator and feed mill with corn cribs, hay sheds and warehouse; 20 h. p. gasoline engine. Big flour and feed business. Everything in best of order, running daily. 3 R. R.'s. Price \$5,000, one-half cash, balance to suit purchaser. Address B. C. H., Box 9, Grain Dealers Journal, Chicago, Ill.

**SOUTH EASTERN NEBRASKA.** 20M capacity frame elevator for sale, in good town, well located for local coal and feed business. Good wheat, corn and oats country. Corn crop very promising. Good school advantages. \$4,000. Address Nebr. Box 5, Grain Dealers Journal, Chicago, Ill.

**200,000 BUS. GRAIN BUSINESS** with two up-to-date elevators and flour mill for sale. Large exchange and feed trade. No competition. Over 100 cars coal trade. In Ohio town of 1,300 population, in excellent, thickly settled farming community. Price is right. Address S. T., Box 4, Grain Dealers Journal, Chicago, Ill.

**MINNEOSTA.** For sale elevator in south-eastern part of Minn. Capacity 20,000 bu.; equipped with modern machinery and building in good condition. Large feed, seed, hide and wool business, besides shipping grain. Excellent proposition. Will sell elevator and equipment \$4,600. Stock at inventory. Business has been established 25 years. Good reasons for selling. Address Minn., Box 9, Grain Dealers Journal, Chicago.

**ELEVATORS FOR SALE.**

**TWIN VALLEY, MINN.** For sale elevator. For particulars and price write C. E. Peterson, Twin Valley, Minn.

**ELEVATOR FOR SALE** or trade. For further information write Otto Schulz, Washburn, N. D.

**IOWA.** For sale elevator and coal business. A good proposition. Address X. Z., Box 9, Grain Dealers Journal, Chicago, Ill.

**IF YOU WANT** to sell your elevator, insert an advertisement in the "Elevators For Sale" columns and get quick results.

**NORTHWESTERN OHIO.** For sale, one of the best elevator and coal propositions in the state. Address C. O. D., Box 7, Grain Dealers Journal, Chicago.

**AN 18,000 BU. ELEVATOR** fully equipped and 7 room house, all modern, for sale or trade for improved farm. Address Post-office, Box 101, Onaka, S. D.

**SOUTH DAKOTA.** Elevator for sale, located on S. D. Central Ry. In first-class condition and at reasonable price. A good bargain. Address Box 101, Watertown, S. D.

**WESTERN NORTH DAKOTA.** Two grain elevators must be sold at once for cash. Investigate and make a bid. L. Buege, 224 Boston Block, Minneapolis, Minn.

**WESTERN OHIO.** 15,000 bu. elevator and 150 bbl. mill combined. Splendid plant, 160 h. p. engine. Good grain territory. For sale at a bargain. Address K. H. B., Box 9, Grain Dealers Journal, Chicago, Ill.

**MINNESOTA.** For sale terminal elevator at Minneapolis, Minn. Good storage and working house. Valuable trackage. Reasonable price and terms. Also country elevators in Iowa, North and South Dakota. Write for particulars. Address Mpls. Box 6, Grain Dealers Journal, Chicago.

**10,000 BU. ELEVATOR AND 50 bbl.** steam roller mill for sale. An up-to-date flour and feed mill (Allis system) in good dairy country on side track of main line of C., M. & St. P. R. R. No opposition. Everything in running order. Address G. G., Box 4, Grain Dealers Journal, Chicago.

**CENTRAL IOWA.** For sale, large and profitable business in grain, coal, salt, mill feed, etc. 20 M cribbed elevator; coal bins 500 tons, corn cribs 3,500 bu., warehouses, etc. All buildings in good repair. Good town, 1,000 pop. Address M. C. H., Box 6, Grain Dealers Journal, Chicago, Ill.

**SOUTHWESTERN OHIO.** A new and modernly equipped grain elevator, located on three of the best railroads in Ohio. Doing business of 100 cars per annum, also good coal trade and feed. Reason for selling, have other interests. Low price and easy terms. For further information address Modern, Box 8, Grain Dealers Journal, Chicago, Ill.

**MICHIGAN.** \$4,000 will buy a 40,000 bu. cribbed grain and bean elevator in Mich., located on the Mich. Central Ry. The sides and roof of the building are covered with iron and it contains 1,000 bu. hopper scale in top of elevator for weighing carlots, two hopper scales for weighing in grain and beans, small scales, two motors, four stand elevator, two mills, one feed chopper, one Giant bean picker, office furniture and warehouse. Large territory to draw from. A money maker. Owner retiring account of ill health. Address Mich., Box 9, Grain Dealers Journal, Chicago, Ill.

**INFORMATION.**

**READERS DESIRING** to learn by whom, or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS WANTED.**

**WANTED TO BUY OR RENT** elevator. Address W. A. Meloy, Metamora, Ind.

**WANTED TO BUY** for cash, first class elevator in central or N. E. Kansas. S. F. Hacker, Belton, Mo.

**WANTED—Grain** and coal business Cen. Ia. or No. Ill. preferred. Elevator cap. 25-40,000 bus. G. L. Clark, Gilman, Ia.

**210 ACRE FINE STOCK AND FRUIT** farm, good building, one mile from town, to trade for an elevator in Indiana or Ohio. Address Box 57, Brooklyn, Ind.

**WANTED TO LEASE** an elevator tributary to Chicago. Describe fully, state terms. Address Lease, Box 10, Grain Dealers Journal, Chicago, Ill.

**WILL TRADE 200 ACRE FARM** worth \$40 an acre, for a good elevator in good grain country in North or South Dak. Write for full particulars, Dakota, Box 10, Grain Dealers Journal, Chicago.

**OKLAHOMA.** 160 acres well improved farm near Shawnee, Okla., to exchange for an elevator. Prefer Illinois. Address Farm, Box 10, Grain Dealers Journal, Chicago, Ill.

**240 ACRES** highly improved central Kans. farm to exchange for an elevator. Write for description and price. Address Exchange, Box 8, Grain Dealers Journal, Chicago, Ill.

**IF YOU WANT TO BUY** an elevator make it known to the grain elevator men of the country advertising in the "Elevators Wanted" column of the Grain Dealers Journal, Chicago, Ill.

**WANTED TO TRADE MY EQUITY** in two sections of good Montana grazing land with abundance of grass and water for an elevator in a live North Dakota or South Dakota town. Frank A. Cousins, Bismark, N. D.

**ELEVATOR BROKERS.**

**JAMES M. MAGUIRE**, Campus, Ill., Elevator Broker, can suit you in an elevator from \$5,000 up. Can give good terms on many of them. Write for information or to make appointments.

**OUR LIST OF 1,000 ELEVATORS.** Our close study and many sales of them for over 9 yrs. every day, nothing else, our reliable work for every buyer and seller makes our services worth \$1,000 to any buyer which is gratis. Date me—buy of me. John A. Rice, Frankfort, Ind.

**BUYER OR SELLER.**

**R. W. Jeter**, the elevator salesman, can furnish you with either one. If you wish to buy an up to date plant or if you have one to sell, write me and I can prove to you that I handle the best, and it is thru this reputation that I solicit your continued patronage. Write at once. R. W. Jeter, Ashton, Ill.

**BAGS WANTED.**

**BAGS WANTED.** Second hand burlap bags suitable for 100 lb. of corn chop. Address Barkemeyer Grain Co., Sedgwick, Kans.

**TO BUY  
SELL  
RENT or  
LEASE an  
ELEVATOR**

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns.



## SITUATIONS WANTED.

**WANTED AT ONCE** by experienced man, position as manager of grain elevator. Address L. C., Box 10, Grain Dealers Journal, Chicago, Ill.

**WANTED POSITION** by married man, 8 years' experience. Speak German. Iowa or Nebr. preferred. Address German, Box 9, Grain Dealers Journal, Chicago, Ill.

**WANTED—POSITION AS MANAGER** of an elevator. Am perfectly capable and can give reference. Married. E. L. Reed, De Witt, Ill.

**WANTED—POSITION** as grain buyer or to handle elevator. 15 years experience gas or gasoline engines. Speak English only; married; highest references. B. Y. Cogar, Danville, Ky.

**POSITION AS MANAGER** of country elevator wanted by steady married man of experience in different parts of the business. Have you any opening? Address Dependable, Box 10, Grain Dealers Journal, Chicago, Ill.

**WANTED POSITION AS MANAGER** of country elevator. Have had eight years experience in handling grain, flour, feed and coal. Can furnish best of references. Married. Address W. J. Snyder, c/o S. B. Worley, Wellington, Texas.

**POSITION WANTED** by young married man with good business education and who thoroughly understands grain business as well as coal and lumber and has had some experience in selling machinery. An expert accountant and now employed as manager of a large elevator and coal business but wish a change of location. Address Expert, Box 10, Grain Dealers Journal, Chicago, Ill.

## SITUATIONS WANTED.

**WANTED POSITION AS MANAGER** of lumber and grain business; seven years experience, married, industrious and not afraid to hustle. Address Hustler, Box 10, Grain Dealers Journal, Chicago, Ill.

**WANTED POSITION AS MANAGER** of country station. Experienced; best of references. Bond if required. Address Sam, Box 10, Grain Dealers Journal, Chicago, Ill.

**YOUNG MARRIED MAN** wants position as manager of grain and implement business. All references. Prefer S. Dak., Minn., or Iowa, 4 yrs. experience. Address M. D. H., Box 10, Grain Dealers Journal, Chicago, Ill.

**WANTED POSITION AS MANAGER** or traveling solicitor for an up-to-date firm, 15 years as manager of a large line of country elevators. Best references. Address E. S. H., Box 7, Grain Dealers Journal, Chicago, Ill.

**EXPERIENCED GRAIN MAN** capable of assuming management of a line of elevators, wishes to invest \$3,000 to \$4,000 where services as manager are desired. Excellent bank and trade references. Must be good proposition. Address F. C. S., Box 10, Grain Dealers Journal, Chicago.

**WANT A JOB** as grain buyer, manager of an elevator, engineer, traveling solicitor or any position connected with the grain business? If so, make your wants known to progressive grain dealers who are in need of experienced help through the "Situations Wanted" column of the Grain Dealers Journal.

## HELP WANTED.

**WANTED**—Experienced hustling agent for grain and lumber station combined in Iowa. German preferred. State age, salary expected and give references in first letter. Independent Grain & Lumber Co., Mason City, Iowa.

**WANTED**—An experienced grain solicitor for Illinois and Indiana by an established commission house. State experience, salary expected, habits and give references. Address X. Y. Z., Box 10, Grain Dealers Journal, Chicago, Ill.

**EXPERT SALVAGE HANDLER** wanted. One who will go to grain storehouse fires in central states immediately, save grain and market it advantageously. Address Mutual Salvage, Box 10, Grain Dealers Journal, Chicago.

**EXPERIENCED HELP**, such as managers for country stations, foremen, auditors and employees needed in the grain business are readily secured thru an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago.

## PARTNERS WANTED.

**WANTED PARTNER** in elevator in bean belt of Michigan. To an active party this is a good opportunity. Address Partner, Box 6, Grain Dealers Journal, Chicago.

**YOU CAN SECURE** a partner if you make your wants known to the grain trade thru the Partners Wanted column of the Grain Dealers Journal.

# HOW TO SELL YOUR ELEVATOR

*On May 21st, 1910, W. H. Fluke, Fairland, Okla., wrote us as follows:*

Grain Dealers Journal, Chicago.

Gentlemen: Please send me the Grain Dealers Journal for six months and put the following adv. in the next issue (May 25th) of the Journal.

Signed, W. H. Fluke.

## Here is the Advertisement

**\$3,600 WILL BUY** a 15,000 bu. cribbed elevator, iron side and roof, on Frisco Ry. 600 bu. sheller, dump scale, 3 stand elevator, gasoline engine, hopper scales. Three weeks until harvest; corn, wheat and oats in the very best condition. Large territory to draw from. A money maker. Address F. H. W., Box 10, Grain Dealers Journal, Chicago, Ill.

*On July 4th, 1910, he wrote us as follows:*

Grain Dealers Journal, Chicago.

Gentlemen: Please find check for \$3.60 to square my account (75c for sub. and \$2.85 for advertisements). I am glad to inform you that the first adv. sold my elevator to Geo. F. Melbourn, of Minden, Neb. Yours truly, W. H. Fluke.

If you want to sell your elevator send in your adv. at once or give us particulars and we will write one for you.

**GRAIN DEALERS JOURNAL, - 255 La Salle St., Chicago, Ill.**

**We have induced reliable advertisers to talk to you. If they interest you, mention that you saw it in The**

# Grain Dealers Journal



**GRAIN WANTED.**

WE ARE STILL IN THE MARKET for more ear corn. Quote price f. o. b. Rochester rate. Stein & Wittlin, Buffalo, N. Y.

EAR CORN IN SHUCK wanted. First-class quality. Quote prices delivered Texas points. Reinhardt & Company, Jacksonville, Texas.

SALVAGE GRAIN. We buy grain salvage in any quantity, wet or dry. American Cattle & Poultry Food Co., Binghamton, N. Y.

WANTED—Off grade and salvage wheat and corn of every description. I make a specialty of it. C. C. Lewis, Chamber of Commerce, Buffalo, N. Y.

NEW WHEAT AND OATS of every description wanted. Mail samples and name price delivered Philadelphia. Address L. F. Miller & Sons, Phila., Pa.

QUOTE ME PRICES, BRAN, shorts, mill feed, oats, chops, snapped and shelled corn, demand heavy. A. S. Lewis, 412 Slaughter Bldg., Dallas, Texas.

**HAY WANTED.**

HAY & STRAW WANTED—Correspond with us. W. J. Armstrong Co., Milwaukee, Wis.

HAY & STRAW WANTED—Correspond with us. T. D. Randall & Co., 92 Board of Trade, Chicago, Ill.

**COBS WANTED.**

CLEAN CORN COBS wanted for paper making experiments, with a view to utilizing this waste product. Address C. J. Brand, Physiologist Dept. of Agri., Washington, D. C.

**MISCELLANEOUS.**

WANTED BALED HUSK CORN HUSK, hay and straw, also yellow ear corn, shelled corn, oats and wheat in carload lots. C. T. Hamilton, New Castle, Pa.

**BUCKWHEAT FOR SALE.**

PURE WHITE BUCKWHEAT FLOUR for sale. Buckwheat groats and buckwheat grain. Miner-Hillard Milling Co., Wilkes-Barre, Pa.

**FLOUR FOR SALE.**

MIXED CARS of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.

**MEAL WANTED.**

MEAL AND CHOPS WANTED. We are in the market for continuous shipments of corn meal and chops and will be pleased to hear from manufacturers. Metzger & Gibson, Meridian, Miss.

**SCREENINGS WANTED.**

WANTED WHEAT SCREENINGS, corn screenings, chicken feed wheat. Send large express samples. Henry Lichtig Grain Co., Kansas City, Mo.

**WANT HELP?**

Then consult the "Situations Wanted" columns of the Grain Dealers Journal.

**SEEDS FOR SALE—WANTED**

**K**AFFIR **K**ORN **M**ILO **M**AIZE

Tomlin Grain Co.  
KANSAS CITY, MO.  
BUYERS AND  
DISTRIBUTORS  
Ask Us For Price

THE ALBERT

**DICKINSON**

COMPANY

**SEEDS**

Timothy  
Clover  
Flax  
Agricultural

Grain Bags  
Pop-Corn  
Seed Corn  
Beans, Peas

CHICAGO

MINNEAPOLIS

**KEEP POSTED.**

**GRAIN DEALERS JOURNAL**

La Salle St., Chicago, Ill.

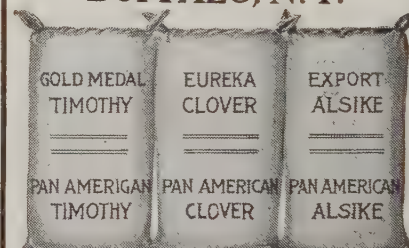
Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find One Dollar and Fifty cents for one year.

Name of firm.....

Capacity of Elevator Post Office.....

.....bus. State.....

**Whitney-Eckstein Seed Co.**  
BUFFALO, N. Y.



Timothy, Red Clover, Alsike, Alfalfa, White Clover, Crimson Clover, Canada Bluegrass, Redtop, Millets, Lawn Seed, Orchard Grass, Seed Grains, Peas, Popcorn, Etc.

Correspondence Solicited

**DIRECT REDUCTION TABLES**

for

**Wheat, Buckwheat,  
Barley and Timothy**

reduce any weight of wheat from 100 to 5090 pounds by ten-pound breaks direct to bushels of 60 lbs.; 60 lbs. with 1 lb. dockage; 60 lbs. with 2 lbs. dockage; 60 lbs. with 3 lbs. dockage; 60 lbs. with 5 lbs. dockage; Timothy Seed, 45 lbs.; Barley, Hungarian Grass Seed and Corn Meal, 48 lbs.; Barley, 50 lbs. and Buckwheat, 52 lbs.

Nine tables, printed from large type on card board, size 10½x11½ inches, and the equivalent in bushels of each weight is shown beside it, so it is impossible to get the wrong reduction. Price, 50 cents.

**GRAIN DEALERS JOURNAL**

315 S. La Salle Street

CHICAGO, ILL.



# SEEDS FOR SALE—WANTED

## SEEDS FOR SALE.

WE MAKE A SPECIALTY of high grade seed corn, also seed oats. Aye Bros., Blair Nebr.

WHITE SILVER SKIN ONION SEED 50 cents per lb. in 100 lb. lots. Eberts Grain Co., Nabb, Ind.

ORCHARD GRASS AND BLUE GRASS. Ask for free booklet, samples and prices, car lots or less. Louisville Seed Co., Louisville, Ky.

NEW MADRID SEED CORN for sale in car lots. Both white and yellow. Specially selected and put up in even weight branded bags. Jaspar, Newsum & Co., New Madrid, Mo.

IF THE SEEDS YOU WANT are not advertised here, write us. We keep a record of seed offered for sale and may be able to refer you direct to firms having what you want. Seed Dept. Grain Dealers Journal, Chicago, Ill.

### The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited. Send us your samples.

Toledo, Ohio.

### THE ILLINOIS SEED CO., Chicago, Ill.

WE BUY AND SELL

TIMOTHY, RED, WHITE, ALSYKE AND ALFALFA CLOVERS, RED TOP, MILLETS, BLUE GRASS, SEED GRAIN.

Ask for Prices. Mail Samples for Bids.

### Cover's Dust Protector

Rubber Protector, \$2.00

Send postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER

124 Perley St., SOUTH BEND, IND.



Headquarters for Wisconsin Grown

Timothy and Clover Also Dry Land Montana Grown Alfalfa

ROSENBERG & LIEBERMAN

MILWAUKEE, WIS.

## W.H.SMALL & CO. SEEDS

Clover, Timothy, Red Top, and All Other Field Seeds

Also Receivers and Shippers of

GRAIN and HAY

Send Us Ask for Samples

EVANSVILLE, IND.

## SEEDS WANTED.

WE SELL MILLET SEED and Northern grown seed corn—carlots or less. N. J. Olsen Co., Moorhead, Minn.

DON'T BUY SEEDS BEFORE YOU HAVEN'T ASKED FOR SAMPLED OFFERS OF RED, WHITE, ALFALFA, CLOVER AND GRASS SEEDS. ALWAYS HAVE CONSIGNMENTS IN NEW YORK FROM R. LIEFMANN SONS, INC., HAMBURG, REPRESENTATIVE I. L. RADWANER, 171 BROADWAY, NEW YORK CITY.

KAFFIR CORN. Are you a consumer of kaffir corn? If so, it will be to your interest to correspond with us, advising us of your wants, as we are located in the center of Butler Co., Kans., the largest kaffir producing county in the U. S., and can name you delivered prices to any part of the country and furnish you with stock direct from fields. J. C. Haines & Co., Augusta, Kansas.

## FOR SALE

Alfalfa Seed Timothy Seed

THE NEBRASKA SEED COMPANY

OMAHA,

NEBRASKA

### The Indiana Seed Co.

Indianapolis, Ind.

We are in the market for Clover, Timothy, Alsike and other field seeds.

Send samples for our bids

## ALFALFA SEED

Utah and Idaho grown. We are the largest primary dealers in the west and received highest award at Exposition Universelle, Paris, France, 1900.

THE C. A. SMURTHWAITE CO.

OGDEN, - - UTAH

Est. 1887

## SEEDS WANTED.

WANTED FIELD SEEDS, all varieties. Quote, with samples. J. Oliver Johnson, Chicago, Ill.

TIMOTHY, ALFALFA, CLOVER AND seed corn. Supply samples and quotations. The M. G. Madson Seed Co., Manitowoc, Wis.

## IF YOU WANT

the Top of The Market for your TIMOTHY SEED Mail 2 oz. samples for bids to

SEED G. S. MANN, BROKER

512 Postal Telegraph Bldg., CHICAGO, ILL.

## SEEDS WANTED

CLOVERS—(Medium Red and Alsike) TIMOTHY

Garton Cooper Seed Co.

SUGAR GROVE, ILL.

## Want an Elevator?

Then consult the "Elevators for Sale" columns in this issue of the Grain Dealers Journal.

## Can You Offer

Cane - Millet - Clover - Pop Corn

Send Samples

J. G. Peppard Seed Co.

Kansas City, Mo.

Have 10,000 Bu. CHICKEN FEED WHEAT on hand

Wire or Write for Samples and Prices

HUHN ELEVATOR COMPANY

Chamber of Commerce, MINNEAPOLIS, MINN



Minneapolis Seed Company

Minneapolis, Minn.

# SEEDS

OUR SPECIALTY IS TIMOTHY

Send Samples for Prices

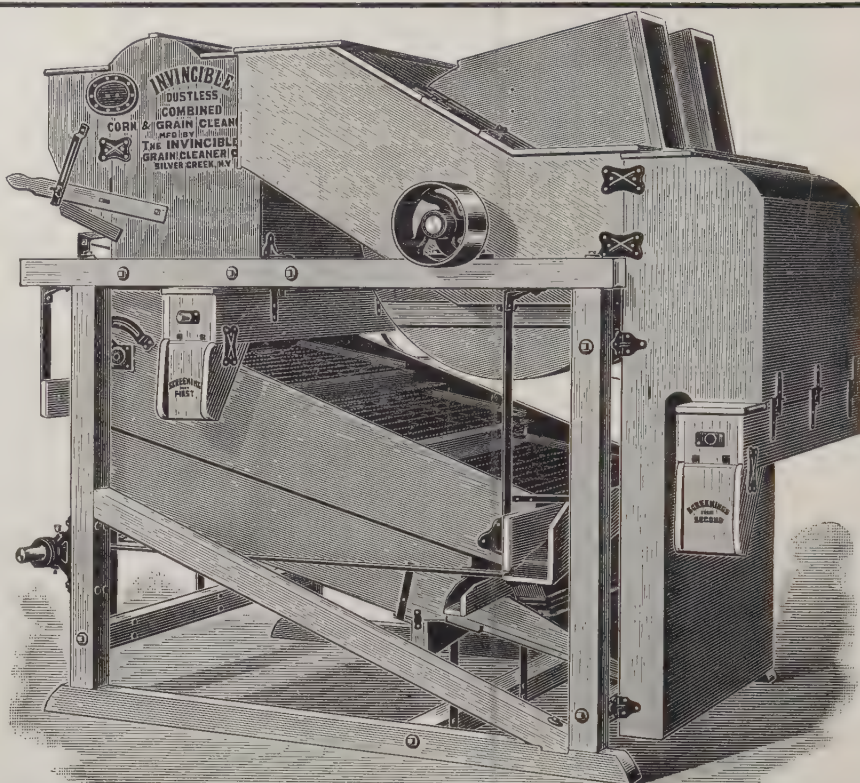


## The INVINCIBLE ADVANTAGES

of our  
Compound Shake Dustless  
Combined Corn and Grain  
**CLEANER**

1. It cleans two kinds of grain without change of screens.
2. Change can be made in a moment.
3. It makes a thorough air separation of the grains.
4. The separation is under perfect control.
5. It requires no bracing and will not shake the building.
6. It will pay for itself in a short time.
7. It is built under our personal supervision.
8. We guarantee it to do the work intended.
9. We will ship you a machine on 30 days' trial.

Write Us for Particulars.



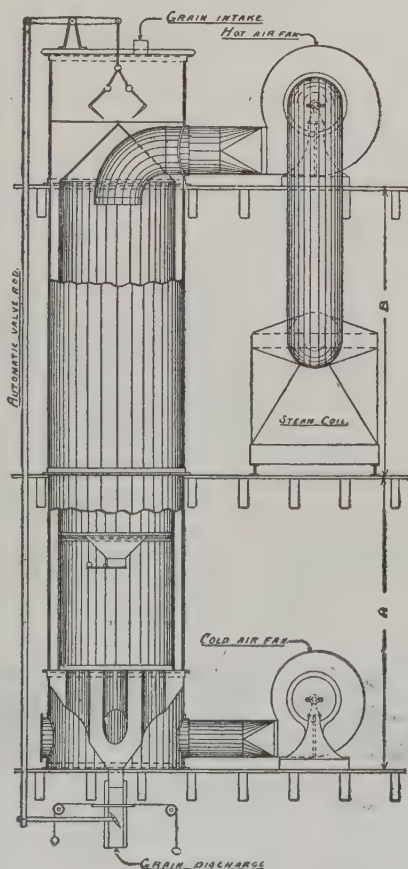
## INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N. Y.

F. H. MORLEY, Jr., 512 Traders Bldg., Chicago, Ill.  
C. L. HOGLE, 622 Board of Trade, Indianapolis, Ind.  
C. WILKINSON, 6027 Chestnut St., Philadelphia, Pa.  
CHAS. H. STERLING, Jefferson House, Toledo, Ohio.

REPRESENTED  
BY

F. J. MURPHY, 225 Exchange Bldg., Kansas City, Mo.  
F. E. KINGSBURY, Terminal Hotel, St. Louis, Mo.  
J. J. CROFUT & CO., 612 McKay Bldg., Portland, Ore.  
STRONG-SCOTT MFG. CO., Minneapolis, Minn.

SPECIAL SALES AGENTS: BUCKLEY BROS., Louisville, Ky.,



## McDaniel Grain Dryer

*Will remove any percentage of moisture desired from grain, putting it in perfect condition for shipping or storage. ¶ Drying process, automatic and continuous, can be used as conditioner with cold air only. ¶ Built for any capacity desired. ¶ Absolute satisfaction guaranteed.*

### Richmond Mfg. Co.

Established 1863.

Lockport, N. Y.

J. H. PANK, Northwestern Representative, 916 Flour Exchange Bldg., Minneapolis, Minn.



## GRAIN DEALERS JOURNAL

Published on the

10th and 25th of Each Month

by the

**Grain Dealers Company**

315 S. La Salle Street, Chicago, Ill.

CHARLES S. CLARK, Manager

### SUBSCRIPTION RATES

To United States, Canada and Mexico one year \$1.50; two years \$2.50; one copy 10 cents.  
To Foreign Countries within the Postal Union, prepaid, one year \$2.50; two years \$4.00.  
A Red Wrapper on your Journal means your subscription has expired.

### THE ADVERTISING

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited.

### LETTERS

on subjects of interest to those engaged in the grain trade, news items and crop reports are always welcome.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.



GOLD MARKS SIGNIFYING QUALITY OF CIRCULATION HAVE BEEN AWARDED THE GRAIN DEALERS JOURNAL BY THE AMERICAN NEWSPAPER DIRECTORY

CHICAGO, ILL., NOVEMBER 25, 1911.

KAFFIR Korn Kandy is promised the popularity now controlled by Crackerjack. American youth is soon to be consulted.

KANSAS politicians have not succeeded in justifying their exorbitant grain inspection fees and none in the grain business believe they can do so.

OHIO CORN of the new crop is reported badly damaged by cob rot and mold, so buyers need to exercise unusual vigilance in inspecting their purchases.

IF YOU fail to remember the price of wheat in the early part of the sixteenth century just jog your memory by a careful study of our chart of wheat prices for six centuries.

OUR advertisements are classified and grouped for the convenience of readers seeking business helps. If you fail to find what you want, write us. We may be able to tell you where you can find it.

A BULL speculator, with much wheat to sell, has been prompted by a strong longing to sell wheat to maltsters, to circulate the report that at least 50,000,000 bus. of wheat of the last crop will be used in the manufacture of beer, because of the existing high price for barley. Insiders, who should know exactly what is being done, denounce the report as groundless.

THE WICKED partner merits close watching especially if he handles the Bs/L or attends to the banking for his firm. Occasionally one of these active partners turns out to be Jim the Penman in disguise.

BEAN HANDLING grain dealers have not been troubled much with wet corn, but they are now installing moisture testers and driers to guide and help them in handling the waterlogged crop of beans just harvested.

MIXING grains of different varieties or with seeds reduces the value of both, but so long as elevator operators continue to use poorly equipped legs or crude, old style distributing spouts, mixing is sure to occur when least expected or desired.

A NUMBER of Illinois, Indiana and Ohio elevators became much excited on the 11th and took off their tops to a stiff southwest zephyr. Cyclone insurance is not very expensive, but a number of elevators were without it. Later: They have it now.

SHIPPERS to St. Louis who enjoy the privilege of paying the politicians 20 cts. per wagon load for weighing all grain unloaded on the team tracks can escape the extortion by instructing their commission merchants to refuse to sell for team track delivery.

FORGING Bs/L has become a common practice, but we never hear of passenger tickets being forged. The railroads do not issue blank tickets in blocks to all comers, but only as paid for, and then they are numbered consecutively and bear the station's dating stamp.

CONCRETE continues to gain favor with the trade as the material which can be depended upon to protect grain from fire. Its use is being increased even in the construction of small grain storehouses, and the extra cost of insurance forbids the use of wood in the construction of terminal storehouses.

STAY AT HOME dealers who never did get much benefit out of grain dealers' ass'ns shud not fail to read the interesting address of H. G. Pollock delivered at the recent Lima meeting. It contains a clear explanation of the many benefits always secured by the dealer who has not time to attend meetings of his brother dealers. He is first cousin to the man who thinks he has not time to read his trade journal.

THE SUIT of a Fremont, Neb., shipper against a western trunk line, for the refund of several hundred dollars overcharge on grain, brings to mind the fact that many overcharges are being collected and kept by the railroads, because the grain shippers are not posted as to correct rates. The only legal rates are the schedules filed with the Interstate Commerce Commission.

DO YOU read our "Changes in Grain Rates"? Do you find the information contained therein of help in obtaining correct rates, or collecting overcharges? Please let us know if you use the dept.

THE SHIPPER who has not a first-class shipping scale, will experience difficulty in proving to the satisfaction of the railroad claim agent that he suffered a loss of grain in transit. A dependable shipping scale is one of the first essentials to the discovery of such losses.

IF RETAILERS of manufactured feed stuffs keep their bagged goods in a dry, warm room they will be unable to deliver the full market weight as required in the bag tag states. To deliver the short weight package is to become a violator of the law and to mix in other grain to insure full market weight is to lay dealers open to charges of deception and adulteration. It seems next to impossible to satisfy all the pure food cranks.

A CONTRACT results whenever two parties agree to the same thing, but it is not always easy to prove it unless it be placed in writing. Verbal contracts foster misunderstandings and promote disputes, while clearly phrased written contracts eliminate all excuse for differences. Most of the lawsuits reported in the news columns of each number of the Journal can be traced direct to loose methods of doing business. Write them in duplicate.

TWO Chicago elevators were saved from destruction by fire recently because a power pump had been installed in the power house and the supply of water was inexhaustible. At the time the fire was discovered a gale was blowing, but the flames were confined to the office. A pump next to the engine is always ready for business and so many elevator fires have been quickly extinguished with such equipment, none can afford to do without it.

THE AMENDED schedules of discounts and premiums, drafted by the Federation of Grain Dealers Ass'ns., which is published on page 774, merits careful study and prompt adoption by all track buyers and sellers, who desire to avoid disputes and trouble. With fixed schedules of discounts and premiums, the country shipper will have an opportunity to profit by improving his grain. He will have a real live interest in keeping the rotten kernels and cob scorings out of his shipments, because by the schedule he will be assured compensation for bringing his grain up to the safe shipping grade. Fewer cars will heat in transit and fewer shippers will be forced into bankruptcy by spoiling grain and heavy discounts. The general adoption of the schedules as proposed, on all contracts, will surely work a revolution in the trade and bring about pleasanter and more satisfactory relations for all interested.



IF THE government persists in confiscating bad grain, what will become of the farmers who offer smutty, musty, rotten grain for sale? Will their mahogany corn be confiscated too? Grain dealers who route their grain for interstate shipment, need exercise unusual care, whenever such shipments are not made up of good grain. That is grain which an Agri. Dept. expert would consider good grain.

CARS leaking in transit do not seem to be so numerous as usual, or else our friends are neglecting to reort cars they see leaking. If every shipper would line his car carefully, fewer cars would leak, and the losses from this source would be greatly reduced. Many railroads are recommending that each car be protected at all weak spots with burlap, while some are going further and supplying the burlap, and others are cooping their cars before setting at elevators.

WISCONSIN'S Supreme Court has just sustained the constitutionality of the new Workmen's Compensation Law, enacted by the last legislature. The Wisconsin law is decidedly different from many of the others in that it provides for the insurance of working men against injury, and in case of injury, damages are fixed by a state commission. So many states have new laws, requiring the protection of employees by corporations, that all must soon insure their business against accidents to employees.

GRAIN ELEVATOR men of Morton, Minn., blind to their own slim prospects, have agreed to handle the grain of their farmer patrons at Minneapolis prices, less freight and commission. In other words, their sympathy for the poor farmer has prompted them to keep their elevators open and operate them for nothing. If the farmers show their appreciation of such generosity, they will wipe out the record of the old time millers and elevator men, who generously loaned seed wheat to the drouth stricken sections of the Northwest, and never succeeded in recovering.

CORN SHIPPERS who would reduce their losses and increase the number of shipments grading contract in central markets, must sort out the bad grain and clean the balance, otherwise many of their shipments will be graded sample, as was a large percentage of the new corn arriving in central markets recently and reported by the chief inspectors elsewhere in this number. Care of corn at the elevator, as well as on the farm, is necessary to its good grading and keeping. Corn dealers who prefer to have their shipments get out of condition in transit and go sample, will ignore the suggestions of the inspectors, and persist in attempting to handle the grain in the same old slipshod manner they have always followed, with the expected result—they lose money.

EIGHT Kansas flour mills are to be consolidated, in hope of facilitating the marketing of their output at a minimum cost. While the large corporation often indulges in greedy practices, still it is in a position to work great economies in the way of buying supplies in large quantities and directing its sales force more effectively.

PROTECTION for moving machinery is much cheaper and far more satisfactory than paying for limbs and lives. The new state laws providing for employers' liability accidents to employees make it advisable for all elevator operators to safeguard all machinery. The serious accidents to elevator employees reported in our news columns every number prove that workmen are becoming very careless or else the machinery is not installed with a view to preventing accidents. This ruthless waste of life is unnecessary and unprofitable.

SUITS for \$90,000 damages have been filed by Chief Grain Inspector Cowan and Asst. Chief S. H. Smith against Jas. S. Templeton because he charged them with being unfit to hold their positions. The defendant has been disgusted with the quality of wheat delivered to him from Chicago elevators and in addition to denouncing some of the Board's rules and practices he has declared the appeals committee either incompetent or dishonest and called in the experts of the Agricultural Dept. to pass upon the wheat shipped to Michigan mills. Mr. Templeton has even asked the displacement of the present grain committee by three experts and the changing of the commission rule. Even tho his tirade against every one results in no permanent reforms it will cause all to be more thoughtful and careful.

TWO Henderson, Ky., grain firms have recently brot suit against the L. & N. R. for \$23,000 damages, for failure on the part of the defendant to furnish cars for the shipment of grain, as required by the Interstate Commerce Law. It seems the L. & N., like many other railroads in the past, attempted to dictate as to where shippers should send or route their grain. The plaintiffs, being possessed of a little more independence than usual, persisted in sending grain to points where they could market it most advantageously. The case is one of unusual interest to grain shippers, because so many carriers have, in the past, declined to permit their cars to be loaded with grain for shipment to proscribed points. Eventually, the railroad companies must accept for shipment to any point, grain in carload lots, as desired by the shipper. Not only are shippers developing a stronger backbone, but they are gaining a clearer conception of their rights under existing laws, hence do not hesitate to demand the service they are entitled to receive at the hands of the railroads.

FORGING Bs/L has become such a popular method of raising money the railroads must soon provide safeguards for their order Bs/L or the banks will stop handling them. Two more cases are reported in this number. The railroads have never advanced any suggestions for protecting those who honor their Bs/L, in fact they seem absolutely indifferent regarding the losses of others resulting from their own slack methods. If each of the railroads was swindled out of large sums by means of bogus Bs/L they would keep order Bs/L under lock and key, number them consecutively, issue them only when grain was loaded, sign them in ink and have agent at point of destination notified.

IF THE Rock Island R. R. was to set off a blazing box car beside your elevator, in order to permit it and contents to burn up without damaging other box cars, as it did recently at Renfrow, Okla., you would be much grieved, and especially anxious if your house was built upon railroad right of way. The service rendered by the grain elevator operator to the public is of sufficient importance to justify the payment for use of ground, without owner releasing railroad company from liability for damages, due to stupidity and carelessness of its employees. A strong wind blew the sparks from the box car against the iron clad elevator at Renfrow, and the iron alone is given credit for having saved not only the elevator, but the entire town the other side of the elevator. When the elevator man builds his house on his own land, he is not called upon to assume any of the railroad companies' chances for burning or wrecking the elevator. How can he afford to assume railroad's liability?

THE "OR BETTER" grades of grain will no longer be dealt in, if the ass'n's requests are respected. The Chicago Board of Trade has already put a stop to bidding for the "or better" grades by its members, and no doubt other grain exchanges will follow suit. This slack method of doing business has discouraged country dealers buying on grade from farmers, and the farmers, being paid the same for all grains, were not interested in improving the quality of their grain, as they saw nothing to gain thereby. The abolition of this practice will no doubt result in benefit to everyone identified with the trade. If the track buyers would insist upon having the grade of grain they buy, and refuse to accept, even at a liberal discount, any off-grade grain, country buyers would begin to grade their purchases as their shipments are graded. Many shippers have for years wasted their profits in delivering off-grade grains on their contracts, and accepting heavy discounts. If they will but stop their kicking, stop shipping any grade but the one sold and carefully place all grain in prime condition, before shipment, their profits will be more than doubled and their troubles will be comparatively few.



PUNCTILIOUS officials of the Agricultural Dept., learning that 15,000 bus. of wheat taken from a vessel stranded in Pt. Huron, was being dried and prepared for market at Toledo, seized it, with the announced intention of destroying it, and fining the owners who were attempting to market it. If grain which has been damaged, as the result of a wreck or a fire, cannot be dried, cleaned and marketed, then the grain trade has surely come to a pretty pass. Salvage grain has generally been marketed as such, so that there has been no deception on the part of the sellers, in fact they have never found it necessary to deceive prospective buyers, in order to realize a good price from their salvage grain. Grain taken from many wrecked vessels has been no damper than that taken from many fields of the Northwest during recent months, and much wheat and flaxseed is now buried under the snow. Will the officious experts of the Agricultural Dept. forbid this grain being marketed also? Much of it is wetter than the wheat seized in Toledo. The Pure Food Inspectors are very likely to get so deeply into the mire they will not be able to get out, unless they use a little more common sense in their interference with trade.

EVERY grain shipper will be deeply interested in the order of the Interstate Commerce Commission in the case of Balfour, Guthrie & Co. et al. vs. The O-W. R. & N. Co., which is published on page 773 of this number. The Commission seems to have overlooked the fact that many grain carrying railroads have tariffs in force, providing for the re-imbursement of shippers who furnish grain doors, for it objects to requiring the installation of a tariff by the O-W. R. & N. Co., providing for compensation for cooping on the ground that it might be used as a subterfuge for granting rebates to favored shippers. The Commission holds that shippers should refuse to accept cars in such bad condition as to render them unfit for use in transporting bulk grain. It seems reasonable to believe that if the railroad company furnishes cars for the transportation of bulk grain, it is its duty to furnish cars in condition to transport such grain to the point of destination, and the very fact that shippers have succeeded in collecting for losses sustained by reason of shortages in shipments, shows that the courts are disposed to take the same view of the matter as does the Commission, to-wit: That it is the duty of the carrier to provide good cars. However, it is as much the duty of the shipper either to refuse to load worn out cars with bulk grain, or else to place car in condition to transport the grain before loading. If he has much business to attend to, he cannot afford to devote much time to repairing box cars for the railroad free of charge. Let them have it done by their own employees.

ELEVATION	ALLOWANCE	UP- HELD.
-----------	-----------	--------------

The Supreme Court of the U. S. has just rendered a decision of great importance to everyone identified with the grain trade, and altho it modifies the decree of the Circuit Court for the Western District of Missouri, it affirms the essentials of that decision which was rendered several years ago.

The decision, which will be found on page 772, merits careful perusal by everyone identified with the trade, as it clearly establishes the right of a carrier to pay for the services of the elevator man in promptly releasing its cars and weighing the grain. It sustains an allowance of  $\frac{3}{4}$ c per bu. for elevation, but confines this allowance to grain reshipped within 10 days, a restriction which seems unreasonable and unjust, because the service performed for the carrier is just as valuable to the carrier, whether the grain is loaded out of the elevator or not.

The Court calls attention to the Act of Congress of June 29th, 1906, in which the term Transportation is made to include, "All instrumentalities and facilities of shipment or carriage, irrespective of ownership, for the use thereof, of all services in connection with the receipt, delivery, elevation and transfer in transit, storage and handling of property transported."

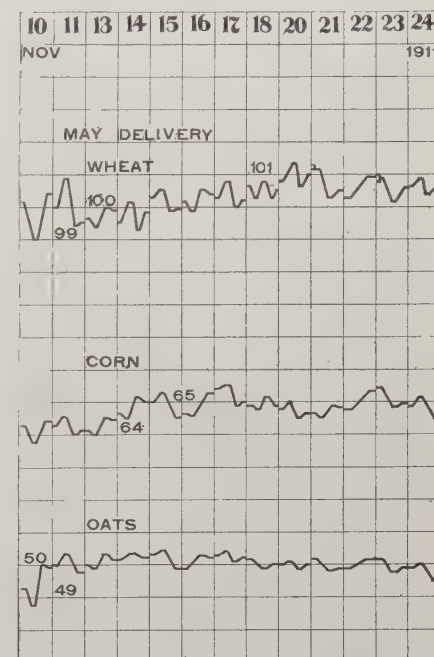
This act made it the duty of every carrier to provide and furnish such transportation upon reasonable request. In the same act it is explicitly provided that charges or allowances for the services rendered to the carrier shall be just and reasonable. No doubt can exist that it was the intention of Congress to permit railroad companies to compensate all persons contributing to the transportation of freight, whether the freight was their own property or that of others.

In view of the fact that the elevation allowance at terminals is upheld by the Supreme Court of the U. S., it would seem time steps were taken to secure it at initial points, where elevator men *provide depot facilities for bulk grain*, and operate them at their own expense, and that too, without compensation from the carrier. Operators of country elevators who want a loading fee cannot expect to get it unless they request it.

# Chicago Futures

Opening, high, low and close on wheat, corn and oats at Chicago for two weeks are given below. For complete collection of similar charts back ten years see The Journal's Chart Book.

Nov. 25 close: Wheat, 100 $\frac{7}{8}$ ; corn, 64 $\frac{1}{4}$ - $\frac{3}{8}$ ; oats 49 $\frac{1}{2}$ - $\frac{5}{8}$ .



## MARKETS FOR SAMPLE

### Grain on Track.

Track lots of No. 2 red winter wheat at Chicago have more than held their premium over December during the past two weeks, selling Nov. 25 at 2 3/8c over, while demand for in store lots has been comparatively slow, selling at a shade under December.

Cash corn is commanding big premiums over the futures, especially at Baltimore, where 4 cents premium is bid for November over December. Old No. 2 yellow sold Nov. 20 at 78 cents on track, the highest price on the crop, at Chicago. Prices are practically the same as two weeks ago, tho the future shows a small gain.

No. 2 northern wheat delivered, which was selling at 1½ cents under December at Minneapolis two weeks ago, has moved up to a smaller discount, only fractionally under the future.

## DAILY CLOSING PRICES.

The closing prices of wheat and corn for December delivery at the following markets, during the past two weeks has been as follows:

## DECEMBER WHEAT.

	Nov. 10	Nov. 11	Nov. 13	Nov. 14	Nov. 15	Nov. 16	Nov. 17	Nov. 18	Nov. 20	Nov. 21	Nov. 22	Nov. 23	Nov. 24
Chicago .....	94½	93½	93½	93½	94	94½	95½	95	96½	95½	95½	95½	95
Minneapolis .....	104½	103½	103½	104	104	104½	104	103½	104½	103½	104½	103½	103½
Duluth .....	103½	103½	103½	103½	103½	103½	103½	103½	103½	103½	103½	102½	102½
St. Louis .....	94½	94½	94½	94½	97½	95½	95½	95½	95½	95½	95½	95½	95½
Kansas City .....	97	96½	96½	96½	96½	97½	97½	97½	98½	97½	98½	97½	97½
Toledo .....	97½	96½	97	96½	97½	97½	97½	97½	98½	97½	98½	97½	97½
New York .....	99	99½	98½	98½	99	99½	99½	99½	100½	99½	100	99½	99½
Baltimore .....	94	94½	93½	93½	94	94½	94½	95½	95½	95½	95½	94½	94½
Winnipeg .....	95½	94½	95	94½	95½	96½	96	96½	96½	96½	96½	96	96½
Liverpool .....	103	102½	101	100½	102½	102½	102½	103½	104½	104½	103½	103½	104½
†Budapest .....	130½	130	129½	128½	129½	130½	130½	129½	130½	131	130½	130½	130½

## DECEMBER CORN.

Chicago .....	63 $\frac{3}{4}$	62 $\frac{3}{4}$	63 $\frac{3}{8}$	63 $\frac{7}{8}$	63 $\frac{1}{2}$	64 $\frac{1}{4}$	64 $\frac{1}{4}$	63 $\frac{7}{8}$	63 $\frac{5}{8}$	63 $\frac{3}{4}$	64 $\frac{7}{8}$	64 $\frac{3}{8}$	63 $\frac{3}{4}$
*Baltimore .....	67 $\frac{1}{8}$	67 $\frac{7}{8}$	66 $\frac{7}{8}$	67 $\frac{5}{8}$	67 $\frac{3}{4}$	68 $\frac{3}{8}$	68 $\frac{5}{8}$	68 $\frac{1}{2}$	67 $\frac{7}{8}$	67 $\frac{5}{8}$	68 $\frac{3}{4}$	67 $\frac{7}{8}$	67 $\frac{3}{4}$
Kansas City ....	63 $\frac{3}{8}$	63	63 $\frac{1}{2}$	64 $\frac{3}{8}$	63 $\frac{7}{8}$	64 $\frac{3}{4}$	64 $\frac{5}{8}$	64 $\frac{1}{2}$	63 $\frac{3}{4}$	63 $\frac{3}{4}$	64 $\frac{5}{8}$	64 $\frac{3}{8}$	63 $\frac{3}{4}$
†Liverpool .....	74 $\frac{3}{4}$	74 $\frac{1}{2}$	74 $\frac{3}{4}$	74 $\frac{3}{4}$	75 $\frac{3}{4}$	75 $\frac{3}{4}$	76 $\frac{1}{4}$	76 $\frac{1}{8}$	76 $\frac{1}{8}$	76	76 $\frac{1}{4}$	76 $\frac{3}{4}$	77

†April Delivery.      \*January Delivery.



## ELEVATION ALLOWANCE DECLARED LAWFUL BY UNITED STATES SUPREME COURT.

The Supreme Court of the United States on Nov. 13 gave a decision in favor of the railroad and elevator companies in the suit involving the right of the carriers to pay an elevation allowance contrary to orders of the Interstate Commerce Commission.

The case came before the Supreme Court on appeal from the Circuit Court for the Western District of Missouri. The parties were Interstate Commerce Commission v. Harry J. Diefenbaugh and other officers of the Kansas City Board of Trade, Interstate Commerce Commission v. F. H. Peavey & Co., Omaha Elevator Co. and Midland Elevator Co. Union Pacific R. R. Co., appellant, v. Peavey & Co., Midland Elevator Co. and Omaha Elevator Co. The opinion of the court was delivered by Justice Holmes and follows in full:

These are appeals from injunctions issued upon bills brought by the appellees against the enforcement of two orders made by the Interstate Commerce Commission, 176 Fed. Rep. 409. The stages by which the Commission came to its present conclusion against its earlier view will be found recorded in 10 I. C. C. Rep. 309. In the Circuit Court these cases were tried upon the same evidence and they raised the same question; but as the Peavey suit presents that question in its initial and simplest form we will state the facts of that case first.

The Union Pacific Railroad, after passing thru a grain country, has its eastern terminus in Omaha and Kansas City, on the Missouri River. Much of the greater part, nine-tenths, more or less, of the grain gathered and carried by the road passes beyond the termini, especially to points further east. During the season the Union Pacific needs all its cars to collect the grain and therefore wants to get them back as quickly as possible from the end of its line. Furthermore, the shipments eastward are made more profitable in heavier loads than can be collected from the local stations. For these reasons the Union Pacific sought to prevent its own cars being carried beyond the termini over connecting lines and to have the grain shifted to other cars. To make the change it is commercially necessary to pass the grain thru an elevator, where also it is weighed, another necessary step in the transportation. See 14 I. C. C. Rep. 317. An additional consideration is that Omaha and Kansas City are great grain markets where there are sales largely in excess of local needs, and this also requires the grain to pass thru elevators at these points. If the Union Pacific could not use these instruments of transfer it could not compete with other roads that have thru lines from the grain fields across the Missouri River to the east.

**Contract With Peavey.**—Acting on these motives the railroad company in 1899 made a contract in good faith with Peavey under which he built an elevator at Council Bluffs on the other side of the river from Omaha. He was to receive not exceeding 1½ cents per hundred pounds for the first ten years and 1 cent for the next ten for grain transferred thru his elevator. Later another elevator was brot into this arrangement, now with Peavey & Co., a corporation. Peavey & Co. is a large dealer in grain and receives the same allowance for its own grain that it receives for that of others. It is important to remark that in no case is any additional charge made to the shipper for the elevator service. In 1904 the Interstate Commerce Commission investigated the matter and upheld the contract, including the allowance for Peavey & Co.'s own grain. 10 I. C. C. Rep. 309.

The Commission also made a report to Congress; and, after further investigation, notwithstanding the fact that the incidental advantages to grain owners from such allowance had been made apparent, Congress passed the act of June 29, 1906, C. 3591, 34 Stat. 584. By this it was provided, in Sec. 1, amending the earlier statute, that "the term 'transportation' shall include . . . all instrumentalities and facilities of shipment or carriage, irrespective of ownership or of any contract, express or implied, for the use thereof and all services in connection with the receipt, delivery, elevation

and transfer in transit, ventilation, refrigeration, or icing, storage and handling of property transported; and it shall be the duty of every carrier subject to the provisions of this act to provide and furnish such transportation upon reasonable request therefor and to establish thru routes," &c. By Sec. 6 the carrier was required to state separately in its schedules all terminal charges and all privileges or facilities granted or allowed, and by Sec. 15, "If the owner of property transported under this act directly or indirectly renders any service connected with such transportation or furnishes any instrumentality used therein the charge and allowance therefor shall be no more than is just and reasonable and the Commission may, after hearing on a complaint, determine what is a reasonable charge as the maximum to be paid by the carrier or carriers for the service so rendered, or for the use of the instrumentality so furnished." Thus Congress clearly recognized that services such as those rendered by Peavey & Co. were services in transportation and were to be paid for notwithstanding the possibility that some advantage might be gained as a result. Meantime other elevators had sprung up and in 1906 the Union Pacific extended the allowance made to Peavey & Co. to all elevators in Omaha, Council Bluffs and Kansas City.

But the Interstate Commerce Commission had begun to change its views upon further reflection. In 1907, upon rehearing, it cut down the allowance of Peavey & Co. to ¾ cent, estimating that to be the actual cost, and being of opinion that to allow any profit would be in effect to permit a rebate. 12 I. C. C. Rep. 85. The order made required the railroad company to desist from paying more than ¾ cent per 100 lbs. for services rendered in the transfer or elevation of grain at Council Bluffs or Kansas City, to anyone interested in the buying, selling or shipment of grain at those places, especially naming the appellee. This is one of the orders complained of.

**Allowance Forbidden by Commission.**—The chief object of complaint, however, is an order made in the following year, on June 29, 1908. In that the Commission took the last step and ordered the Union Pacific to desist from paying any allowance to Peavey & Co. on grain in which they had any interest, that is not reshipped from their elevators within 10 days, or that has been mixed, treated, weighed or inspected in any of their elevators at the above named points. 14 I. C. C. Rep. 315.

The ground on which the payment to owners of grain finally was held to be a rebate had been considered from the beginning and, as we have said, had been brought to the mind of Congress. It is that when the owners of the elevators own the grain put into them they have the opportunity to perform other services to the grain in the way of treatment or cleaning, clipping and mixing of grain, which, although not included under the term of elevation or paid for by the railroad, it is an advantage to them to be able to perform at the same time. This advantage is thought to create an undue preference and unjust discrimination. Of course the opportunities for fraud are adverted to, but the ground of the decision is that even an honest payment of the bare cost of elevating grain in transit gives an undue advantage if the elevator owner also owns the grain. As was pointed out by the court below the final order is confined to grain that has been treated, weighed, inspected or mixed.

**Law Does Not Equalize Opportunities.**—We agree with the court below that this decision is erroneous in its conception of the grounds on which under the statute an advantage may be pronounced undue and in its assumption that Congress has left the matter open by merely permissive words. The principle as to advantages is recognized in *Penn Refining Co. v. Western N. Y. & P. R. Co.*, 208 U. S. 208, 221. The law does not attempt to equalize fortunes, opportunities or abilities. On the contrary the Act of Congress in terms contemplates that if the carrier receives services from an owner of property transported or uses instrumentalities furnished by the latter he shall pay for them. That is taken for granted in Sec. 15: the only restriction being that he shall pay no more than is reasonable and the only permissive element being that the Commission may determine the maximum in case there is complaint. (Or now upon its own motion. Act of June 18, 1910.) As the carrier is required to furnish this part of the transportation upon request he could not be required to do it at his own expense and there is nothing to prevent his hiring the instrumentality instead of owning it. In this case there is no complaint that the rate out of which the allowance is made is unreasonable, and it is admitted that ¾ cent barely would pay the cost

of the service rendered without any reasonable profit to Peavey & Co. for the work. See *Interstate Commerce Commission v. Stickney* 215 U. S. 98.

In the Diefenbaugh case the order of the Commission bore the same date, June 29, 1908, as that against Peavey & Co. and the Union Pacific. It was directed against the Chicago, Burlington & Quincy Railroad Co. and the Union Pacific, and forbade their paying any compensation for services rendered in the elevation of grain at Kansas City, Mo., and other Missouri River points upon their lines. Competition, which was an element in the motives of the Union Pacific, led these other roads to make a similar arrangement. Probably, being thru lines, they would not object to the Commission's order if that to the Union Pacific could be sustained. The opinion of Mr. Commissioner Prouty in this case takes somewhat different ground from that on which the orders in the Peavey case are based. 14 I. C. C. Rep. 317. See *H. Gund & Co. v. Chicago, Burlington & Quincy Railroad Co.*, 18 I. C. C. Rep. 364. Especially it throws doubt upon the allowance being properly a transfer allowance at this present day. As the contract with Peavey & Co. purports to be only for grain transferred, it is not necessary to consider whether elevation could be allowed for as practically necessary under modern conditions, even if the grain did not go on. For the purpose of this case so much of the order as meets the above mentioned doubt by confining payments to grain reshipped within 10 days seems proper enough and not open to review on the matter of fact. But when the grain has been treated the prohibition of an allowance is universal, and therefore the question that we have answered is raised by the record; the question, that is, of the power of the Commission to prohibit such allowances to grain owners in general terms. In this order it was stated expressly that the purpose of the Commission was to prohibit and stop the payment of the elevator allowances everywhere. 14 I. C. C. Rep. 510.

The Union Pacific made the allowances in question to elevators at its termini; it had no motive to make them anywhere else. The competitors of the Union Pacific concerned in the Diefenbaugh case were compelled by competition to make the same allowance at Missouri River points, but they also make it nowhere else. The Traffic Bureau, Merchants Exchange of St. Louis, complained to the Commission that the result was a discrimination against St. Louis of ¾ cent per 100 pounds. But the principle of the decision is that the allowance to elevators upon their own grain is to be stopped everywhere unless they are prevented from using the opportunity for treating their grain. Therefore the question of preference between cities does not need to be discussed. But, as remarked below, the Union Pacific could not be complained of on this ground, 176 Fed. Rep. 424, and it would be impossible to deny the same right to competing roads, merely because as the result of the conditions one city would gain and another lose. *Louisville & Nashville Railroad Co. v. Behlmer* 175 U. S. 648.

Altho the order cutting down the allowance to Peavey & Co. to the estimated cost may have been influenced by erroneous views touching the powers of the Commission and the elements proper for consideration, (see *Southern Railway Co. v. St. Louis Hay & Grain Co.*, 214 U. S. 297) we are of the opinion that no sufficient reason appears for disturbing that. The Commission has decided what compensation is reasonable, and we infer that Peavey & Co. would be content under the circumstances to render the service for ¾ cent per 100 pounds rather than give it up.

The jurisdiction in the Diefenbaugh case was doubted, altho the Commission did not press the point as it wishes a final decision. We are content to leave that matter on the statement of the Court below. 176 Fed. Rep. 416, 417. The plaintiffs are affected by the order, and it is just that they should have a chance to be heard altho not parties before the Commission.

The result is that the decree of the Circuit Court must be affirmed in its main point, but that the Commission's order of 1907, diminishing the allowance to ¾ cent and so much of the Peavey order of 1908 as confines allowances to grain reshipped within 10 days should be allowed to stand.

Decree of Circuit Court modified and affirmed.

A dissenting opinion, concurred in by Justice Hughes, was filed by Justice McKenna, adopting the language of Interstate Commissioner Harlan that "There is nothing either preferential or discriminatory in elevation whether done in an



elevator operated by the carrier or in an elevator operated for it by the owner; but any allowance by the carrier to the owner of an elevator on grain belonging to him that has been weighed, inspected, cleaned, mixed or otherwise treated in the process of elevation, is unlawful."

Justice McKenna said "Transportation simply is the business of the railroad company. Weighing, inspecting, cleaning and mixing, that is, raising the quality of the grain to suit the demand of the market, is the business of the grain dealer or others, and the two businesses are not to be confounded, and it was not, I think, the purpose of the statute to confound them. The statute makes the term 'transportation' include 'all instrumentalities and facilities of shipment or carriage' and it is only when the owner of property renders services 'connected with such transportation, or furnishes any instrumentality used therein' that he may be compensated by the railroad. What goes beyond that transcends the statute and becomes, as the Commission held, a discrimination."

Duty was paid last week on 5,242 bus. of Canadian flaxseed in store at Duluth. Some lots of seed are going all-rail to Toledo and Chicago.

Corn meal shipped from Nashville to Greenville, S. C., was seized and confiscated by the government recently, because the meal which was ground by electric power, bore the label "water ground."

The acreage of rice in Louisiana and Arkansas has increased approximately 700,000 in the last two years and the United States is now practically growing as much rice as it uses, reports Sec'y Wilson, of the U. S. Dept. of Agriculture.

The exporting of rice, wheat, barley, millet, kaoliang and corn has been prohibited by the viceroy of three eastern provinces of China, according to the instructions issued by the Taotai Yuen of the port of Newchwang, to be communicated to all of the foreign consuls, on account of the damage by storm and flood to the cereal crops in Manchuria and the danger of a famine on this account.

Russia's 1911 crops in 73 governments are estimated at, winter wheat 195,000,000 bus., spring wheat 434,000,000 bus., or a total of 629,000,000 bus.; rye 804,000,000 bus., barley 436,000,000 bus. and oats 921,000,000 bus.; compared with a total of 775,000,000 bus. of wheat, 867,000,000 bus. of rye, 459,000,000 bus. of barley and 1,046,000,000 bus. of oats the final yield in 1910, as reported by the Central Statistical Committee.

The wheat, flaxseed and oats areas sown in Argentina are reported by the Rural Economy Office for the current season as: Wheat 17,237,500 acres, flaxseed 3,970,000 acres and oats 2,475,000 acres for 1911-1912; compared with 15,632 acres of wheat, 3,759,550 acres of flaxseed and 2,003,425 acres of oats in 1910-1911. The estimated yield this year of wheat is 6,204,000 tons, flaxseed 1,220,000 tons and oats 1,119,000 tons (a ton equaling 2,204.6 lbs.) The increase in wheat acreage is about 10% over last year, flaxseed 5½% and oats 23½%; the Province of Pampa alone shows an increase of 80% in wheat area and 50% in oats; the Province of Santa Fe shows 100% increase in oats and leads in the acreage of flaxseed, the Province of Buenos Aires leading in the production of wheat and oats.

## SHIPPER SHOULD REFUSE Cars Unfit for Grain Shipment.

The Interstate Commerce Commission in the complaint by Balfour, Guthrie & Co., of Portland, Ore., against the Oregon-Washington R. R. & Navigation Co., asking reimbursement for the expense of repairing bad order cars to make them fit for grain loading, decided Nov. 6 that the railroad company could not be required in its tariff to provide for reimbursement for such cooping, and that the arrangement would be susceptible of use as a subterfuge for granting rebates. The complaint was dismissed. The report of the Commission by Judge Lane follows in full:

The great bulk of the grain produced in the states of Washington and Oregon is sacked in the field and so shipped. There are occasional movements, however, especially of grain intended for eastern markets, where the grain is transported in bulk. The complainants have had occasion to ship by the line of the defendant a considerable volume of such bulked grain, and they bring this complaint to remedy an evil which they have found to exist in the condition of the equipment furnished for such shipments; the box cars provided by defendant are said to be unfit for the purpose for which they are to be used in that it is necessary for the shipper before loading them with loose grain not only to provide grain doors, but to clean and cooper them.

**Expense \$5 to \$6 per Car.**—Instances are cited where it has been necessary for the complainants to expend \$5 or \$6 in so patching up a car as to render it safe for the transportation of grain. The carrier provides in its tariffs for an allowance of not to exceed \$2 per car for grain doors, but it makes no provision for the covering of cracks and other repairs. It is the prayer of the petitioners that the Commission should make an order requiring the defendant railroad to provide by published rule that shippers may, when occasion makes it necessary, cooper the car and recover therefor an allowance not to exceed \$5, including the allowance for grain doors.

**Duty to Furnish Usable Cars.**—No one can deny that it is the primary duty of a railroad to furnish equipment that is usable. A shipper is not to be put to the alternative of either not shipping at all or of recovering from the railroad for loss of the commodity in transit. It is not a compliance with the requirements of the law that a car shall be put at the shipper's disposal; the car provided must be one that will convey the commodity safely to its destination under ordinary circumstances.

**Shipper Should Reject Car.**—In the event that the car furnished is unfit the shipper should reject it and call for another. This, it is said, is an expensive procedure for the shipper to follow, inasmuch as he is prepared at the time when the cars are placed to load them, and such rejection occasions a delay of possibly one or two days. There is no evidence that such a procedure was followed by the shippers here; on the contrary, they admit that in order to make their shipments in time and to save delay they coopered the cars themselves.

**Possibility of Rebating.**—Allowances of the kind here requested are of a dangerous character. The carrier cannot tell what the actual amount of material and labor used by the shipper was. The car is loaded immediately upon being repaired and is sent to some far distant point. There is no means of adequately checking the expenditure of the shipper, so that it becomes extremely easy to turn such allowances into real rebates. We are asked to make an order compelling the carrier to reimburse the shipper upon the ground that such an order would be reasonable. The showing here made does not seem to us to justify requiring such a tariff provision. A record has been kept of the cars repaired by the complainants. The number so repaired in the last two years has been very small. We believe that it is a safer and more reasonable practice to curtail such allowances than to extend them, since the Commission cannot in any way police such repairs, and it is a far wiser policy for the carriers to repair their own equipment than to farm it out to shippers. A rule of this character could not be limited to the repair of cars for a shipment in bulk of grain without establishing a precedent as to allowances for other commodities. For these reasons the petition of the complainants will be denied and the case dismissed.

## Leaking in Transit

Grain dealers can help brother sufferers in collection of claims for loss by reporting to Grain Dealers Journal, Chicago, for publication the initials, number, date and condition of cars seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

**Southern 18517**, drawn by the local, stopped at Odell, Ill., Nov. 18, leaking white corn badly thru a crack in side of car. We nailed a board over the crack and stopped the leak.—Gulshen & Wolf.

**N. Y. C. & H. R. 92251** passed thru Raub, Ind., Nov. 15, leaking wheat at ends and sides; did not stop here.—Jordan & Evans.

**Q. 26400** leaked oats at end door at New Windsor, Ill., Nov. 14; reported by our Mr. A. J. Rowland.—W. P. Anderson & Co. by W. P. A., 329 Sherman St., Chicago, Ill.

**C., B. & Q. 25024** passed thru Hinton, Ia., Nov. 8, northbound, leaking winter wheat over drawbar. Train did not stop long enough to fix it.—W. H. Glover, agt. Thorpe Eltr. Co.

**N. P. 43722** was set out here in bad order and is being transferred by the section men. The agent here told me this car was being shipped from McClusky, N. D.—P. E. Knudson, mgr. Eckelson Farmers Eltr. Co., Eckelson, N. D.

**W. C. 14550** passed thru Rival sta., Columbus p.o., N. D., Nov. 2, leaking wheat at drawbar. Train did not stop here.—John A. Ahrens, agt. Minnesota Eltr. Co.

**T. St. L. & W. 3784** passed thru Borton, Ill., Nov. 1, loaded with corn and leaking at side near front trucks.—Chas. Henn, per R. O.

**C. & N. W. 7668** passed thru Jefferson, Ia., Oct. 28, leaking at one end, no seals; fixed the best we could.—D. Milligan Co.

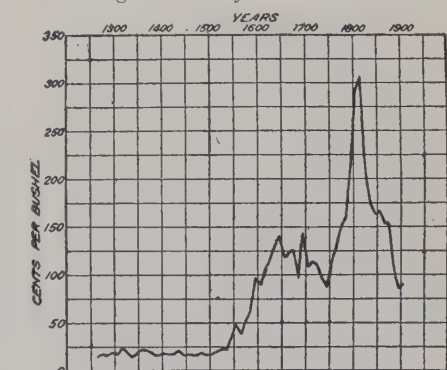
**C., St. P., M. & A. 15856** passed thru Jefferson, Ia., Oct. 28, east bound, loaded with corn, leaking at corner; sealed 4707.—D. Milligan Co.

## WHEAT PRICES IN ENGLAND for Six Centuries.

The very condensed chart herewith, prepared by the Bureau of Statistics of the U. S. Dept. of Agriculture, clearly shows the general trend of wheat prices in England since 1261. The English quotations are reduced to their equivalent in cents per bushel.

Starting with 15 cents per bushel in the decade of 1261 to 1270 the price rose to 24 cents in the decade 1311-1320, fell lower than ever, to 14 cents in 1331-1340, and irregularly advanced to the highest price of \$3.07 in the decade of 1811-1820.

It is thought that the rise in prices in the 16th century was due to the increase in the volume of gold money following the discovery of America, and that the fall in prices during the past century has been due to railroad development of the wheat growing lands of North and South America and the introduction of modern harvesting machinery.



Trend of Wheat Prices in England, by 10-year Averages, 1261 to 1910.



# DISCOUNTS AND PREMIUMS FOR CORN

AS PROPOSED BY FEDERATED ASSOCIATIONS

The schedule of discounts and premiums proposed by the Federated Grain Dealers Ass'ns. has attracted much merited attention from corn handling grain dealers everywhere. It has been discussed and carefully considered at several different meetings of grain dealers, reports of which are published elsewhere in this number.

In addition to the letters published in the last number of the Grain Dealers Journal, we have received the following, which we trust will have the effect of drawing out the views of many more corn dealers, as the subject is of vital importance to everyone identified with the corn trade.

## AMENDED FEDERATION SCHEDULES "A" and "B" Concerning Dis- counts and Premiums.

Recommendations of the Federation of Grain Dealers Associations on Buying and Selling Corn on the Basis of "Flat Grades."

In view of the action of the National Association on the question of buying and selling grain on the basis of "Flat Grades" the Federation, an organization of Grain Dealers Associations of the States, convened in Chicago, Oct. 25-26th, to consider this question, including the broader question of Discounts and Premiums. As a result of this meeting the schedules following were promulgated and are recommended as a means for accomplishing the purposes indicated.

Since the grading of corn by the use of the moisture test is the general practice and is provided for in "The National Uniform Grades," these schedules are especially adapted to such practice as they disclose the actual intrinsic value plus the cost of treating and conditioning, applicable only to grades of "Three" and "Four Corn."

The suggestions of Dr. Duvel, of the Agricultural Department of the United States, as to graduated values, based on moisture content, are incorporated in these schedules, and they are now published as Schedules "A" and "B" of the Federation of Grain Dealers Associations, and recommended to both buyers and sellers as the basis for all purchases and sales when the actual value is sought.

### SCHEDULE "A" DISCOUNTS.

Where the moisture content is over the maximum per cent allowed for "Three" corn, and not over 20%, the corn being otherwise eligible to "Three Grade," the discount should vary in proportion to the price as follows:

35 to 45 cts. per bu.	Discount 1 cts.
45 to 55 cts. per bu.	Discount 1½ cts.
55 to 70 cts. per bu.	Discount 1½ cts.
70 to 85 cts. per bu.	Discount 1¾ cts.
85 to 100 cts. per bu.	Discount 2 cts.

Where the moisture content is over 20 but not over 21%, the corn being otherwise eligible to "Three Grade," the discount should vary in proportion to the price as follows:

35 to 45 cts. per bu.	Discount 1¾ cts.
45 to 55 cts. per bu.	Discount 2 cts.
55 to 70 cts. per bu.	Discount 2¼ cts.
70 to 85 cts. per bu.	Discount 3 cts.
85 to 100 cts. per bu.	Discount 3¾ cts.

Where the moisture content is over 21 and not over 22%, (the maximum for "Four" corn), being otherwise eligible to "Three Grade," the discount should vary in proportion to the price as follows:

35 to 45 cts. per bu.	Discount 2½ cts.
45 to 55 cts. per bu.	Discount 3 cts.
55 to 70 cts. per bu.	Discount 3¼ cts.
70 to 85 cts. per bu.	Discount 3¾ cts.
85 to 100 cts. per bu.	Discount 4 cts.

In discounting corn that grades "Four" for reasons other than excessive moisture content, discount limits fixed in Schedule "A," based on the prices indicated, should constitute the maximum limits for such discounts.

Corn containing over 22% moisture and classified as "Sample," "Rejected" or "No Grade," varies greatly in character and intrinsic value, hence cannot be governed by any fixed Schedules of Discounts and Premiums, but should be bought and sold on safe margins to insure a profit.

### SCHEDULE "B" PREMIUMS.

This schedule of Premiums is based on the intrinsic value of corn taking "Three Grade" as the Contract basis.

As "Three Corn" may contain any amount of moisture less than the maximum per cent allowable for that grade, the premiums herein provided for begin at a point one and one-half per cent below the maximum per cent allowable for such grade.

Premiums should be allowed on corn testing less than 1½% under the maximum per cent allowable for "Three Corn," but not less than 16½% moisture, as follows, when otherwise eligible to "Three Grade.":

35 to 45 cts. per bu.	Premium ½ ct.
45 to 55 cts. per bu.	Premium ¾ ct.
55 to 70 cts. per bu.	Premium 1 ct.
70 to 85 cts. per bu.	Premium 1¼ ct.
85 to 100 cts. per bu.	Premium 1½ ct.

Premiums should be allowed on corn testing under 16½% but not less than 15% moisture, as follows, when otherwise eligible to "Three Grade.":

35 to 45 cts. per bu.	Premium 1½ cts.
45 to 55 cts. per bu.	Premium 1¾ cts.
55 to 70 cts. per bu.	Premium 2¼ cts.
70 to 85 cts. per bu.	Premium 2¾ cts.
85 to 100 cts. per bu.	Premium 3½ cts.

Each of the foregoing schedules are enforceable only when made a part of the contract of purchase or sale, by reference or otherwise, hence they are recommended to the grain trade as a correct basis for contracts, providing for discounts and premiums.

### SPECIFIC RECOMMENDATIONS.

1st. We recommend that you test and grade your corn carefully when buying or selling and apply these schedules to determine its value.

2nd. We recommend that you clean and condition your corn thoroughly before shipping, then apply these schedules to determine the discount or premium that should apply.

3rd. We recommend that all contracts, both purchase and sale, should be on the basis of these schedules and for "Flat Grades" only, if you desire the transaction to embrace correct elements of value as well as to make effective the recommendations of the National Association.

4th. We recommend that shipments of "Sample" or "Unmerchantable" corn, to apply on Grade Contracts, should not be made, the practice should be discouraged, otherwise it will bring complications, discount and loss. You can afford to give preference to those who condition their grain before selling or shipping, and to receivers, track buyers and markets that assist in making effective these schedules and recommendations.

These schedules go to every grain dealer in the corn producing states, and if made effective, it will be necessary for all dealers, both Shippers and Receivers, to familiarize themselves with them, and make their contract so they can conduct their business along the lines

indicated. Will you do it, or will you continue letting the other fellow fix the discounts and your customers deliver water, dirt, etc., in lieu of corn?

Promulgated and recommended by: E. M. Wayne, President Grain Dealers National Ass'n.; Lee G. Metcalf, President Illinois Grain Dealers Ass'n.; I. L. Patton, President Western Grain Dealers Ass'n.; Chas. A. Ashpaugh, President Indiana Grain Dealers Ass'n.; Geo. A. Wells, Secretary Western Grain Dealers Ass'n.; S. W. Strong, Secretary Illinois Grand dealers Ass'n.; J. W. McCord, Secretary Ohio Grain Dealers Ass'n.; Chas. B. Riley, Secretary Indiana Grain Dealers Ass'n. At Chicago, Oct. 25-26, 1911.

## PRESENTS MODIFICATION OF SCHEDULE.

Indianapolis, Ind., Nov. 22.—I have read with much interest, the views of the many grain dealers on the subject of "FEDERATION SCHEDULE A," and am pleased to see so many ready to grasp the problem and give it favorable consideration.

The Federation being in accord with the policy of the National Ass'n., as announced at Omaha, on the subject of buying on the basis of "Flat Grades," has promulgated Schedules A and B and will be pleased to have you publish them in full, with this communication, including the recommendations, as the same now goes to the trade in circular form, with such modifications as was found proper to make, covering the range of 15 to 22% of moisture content and grades accordingly.

We think the objections suggested by some result from not having full information before them, for instance, some have thought the Premiums and Discounts provided for should be on an equal basis. The reason for this difference in the Premiums and Discounts, is the discounts carry the item of cost for treating grain, to eliminate the excessive moisture, so as to bring it within the contract grade, while the premiums are based on the intrinsic and commercial value, without any allowance for expense or treating.

Some dealers have thought it impracticable to buy grain from producers according to the schedules, or any system that means discrimination against bad corn. Their theory seems to be that, "corn is corn" and that it should all be bought on an equal basis, irrespective of its quality or moisture content. This theory is so absurd that a mere statement of it is sufficient refutation. The producer that delivers bad corn is favored by this process, while the one delivering good corn is discriminated against; since the loss that will be sustained on account of the bad corn must be anticipated and provided for, in the reduced price paid for the good corn. The practice of taking everything for corn and trusting to "luck" to save the buyer, has had much to do with making wide discounts possible and Schedule A a necessity.

Discontent in some localities, as well as general criticism and excessive competition in others, are directly traceable to the country grain dealers treating all "corn as corn," paying the same price for it, irrespective of its intrinsic or commercial value. This creates the impression that the business is so extremely profitable that it will carry any old burden, or that the dealer has some means of evening up that is not apparent on the face of the transaction. Loss must follow such a practice, or wider margins than would be otherwise necessary or justifi-



able must be exacted on account of grain that will grade.

Another class of country grain dealers overlook the fact that whether or not they test their corn and grade it properly before buying or shipping, they are compelled to sell it subject to inspection. Under such conditions would it not be better for them to know at the time they contract it for sale, just what discounts are to be applied should it fail to grade according to contract, and what premiums they may expect if they make an extra grade? Would it not be safer and saner for them to sell according to a schedule that limits their discounts to just what they should be, based on actual value, and at the same time secures a premium for their corn, possessing merits in excess of the contract grade, and *would not this tend to induce shippers to clean and otherwise condition the corn before shipping?*

If corn fails of contract grade, someone will fix the discount. The seller cannot always be at the point where the settlement is consummated, hence he cannot have his say, at that time, as to the value. If he don't provide for it in his contract of sale, he can have nothing to say; therefore, it seems fair that he should have a contract that provides for these features rather than take the chance on market conditions serving him.

Supply and demand are elements that will influence the selling price, should seller wait until his grain is delivered before having the premiums and discounts fixed, but if the discounts and premiums are provided for in his contract, they are no longer matters of concern to him. The question of supply and demand should be considered and will enter into the transaction, if at all, at the time the contract is made. The buyers will be governed by their ability to use the grain on the terms proposed, and should practically all grain move to and from the markets on the basis of guaranteed discounts and premiums, the wide margins that have obtained at times will cease to be of concern to the shipper or receiver.

The recommendations of the National Ass'n. to buy on "Flat Grades," which makes schedules of Discounts and Premiums a necessity, will presumably influence track buyers, terminal market receivers and manufacturers to encourage the inauguration of the system as outlined, since the Association is more directly representative of such interests, by reason of its direct and dominant membership being thus associated; therefore, it would seem that it is now up to the country grain dealers and first handlers to approve and recommend the plan outlined, if the same is to be made effective.

The features of these schedules are *wholly matters for contract*. The seller can avail himself of them *only* by making the schedules a part of his contract, by reference or otherwise.

Some have questioned the practice of selling corn for future shipment. Such sales frequently being made months in advance of the maturity of the crop. This practice is believed to be detrimental, not only to the country grain trade, but the terminal markets as well, and both are equally responsible for the practice, since no one can sell in advance, without there are buyers on the other side of the contract, therefore, the plan outlined is not to be criticised by either the country or terminal market dealers alone for that reason.

In conclusion will say that many terminal market dealers *have been buying and selling corn on a guaranteed discount ba-*

*sis for years*. They agree that discounts shall not exceed certain limits, should the corn fail to grade. This demonstrates the feasibility of this general plan, notwithstanding the law of supply and demand frequently referred to and believed by many to be as immutable as "The Laws of the Medes and Persians," but effective only at the time of delivery. The elements of supply and demand should be anticipated and disposed of by the first contract, and thereafter reflected in each successive step and contract, resulting in final approval by the manufacturer or consumer, who will be beneficially affected by the plan, since it requires payment for the subject of the contract only on the basis of intrinsic merit and value.

The middle men are agents of the producers and consumers in the great plan of distribution, and if they do their utmost to make these schedules effective it will conserve their interests and save them much trouble and not infrequently prevent great loss, not only in the confidence of customers, but money as well, since the element of discount will be disposed of in the outset by the agreement and not by the exigencies of markets or market conditions, that obtain when delivery is made on the contract.

The premiums provided for stand out as a continuing inducement to first handlers to condition their grain before attempting to deliver it on contracts, so the element of indifference on their part will be to a great extent eliminated, and grain started on its journey in a condition to assure its final delivery without loss to anyone. Let us Shippers, Receivers and Consumers *UNO ANIMO*, accept this proposition and make it effective, thus placing the grain business, as nearly as possible, on a basis of equal and exact justice to all, with values firmly fixed by schedules that recognize intrinsic values as a correct basis on which to move this great article of commerce and trade, from the Producer to the Consumer.—C. B. Riley, Sec'y Indiana Grain Dealers Ass'n.

#### STEP IN RIGHT DIRECTION.

Davenport, Iowa.—The action of the Federated Grain Dealers Ass'n in adopting a schedule of discounts and premiums on corn according to the moisture test is a step in the right direction, but the question of the discount the buyers in the country must exact depends entirely on the discounts prevailing in the terminal markets to which they are obliged to consign or sell their stuff. Discounts vary according to conditions prevailing at different times.

We think all country shippers buying corn should arrange in some way to obtain a moisture test on all corn that they buy, and continue doing so until the corn in their territory has dried out to such an extent that there is no question but what the moisture content is below the requirements for No. 3.

It has been suggested (and we think the suggestion a good one) that in places where there are several dealers they buy a moisture testing apparatus jointly and place same in the hands of some local person competent to handle it properly, and pay him a reasonable fee each time he makes a moisture test. This would satisfy the farmer that the test was secured impartially, and protect the dealers also.

There are a number of places having small populations—some of them mere sidings—where this plan might not work out successfully and where the elevator manager or operator himself would probably not be fully competent to properly

obtain a moisture test and get satisfactory results. He undoubtedly could arrange with a station nearby to send his samples in tin cannisters, pro rating the expense, and thereby protect himself.—D. Rothschild Grain Co.

#### SCHEDULE GOOD THING.

Richards, Ill.—I think that a schedule of discounts and premiums as proposed by the federated associations would be a good thing. If the schedule proposed proved not to be correct it could be changed.—Robt. H. Jones, S. W. Graham Grain Co.

#### DISPUTES WUD BE INNUMERABLE.

New York, N. Y.—We should not want to buy corn on the moisture test as proposed. Theoretically it may be all right, but as a practical question we do not think that it would work out satisfactorily. The disputes which would come under such a system would be innumerable.—Cushing & Brandt, New York, N. Y.

#### FAVORS SCHEDULE OF DISCOUNTS.

Middletown, Ind.—In regard to the Federation schedule of discounts, will say, I think the plan an excellent one. My only fear is that it will be a long time before the average country shipper will provide himself with necessary equipment and "backbone" to buy corn according to the schedule set forth for him to sell by. We feel that the plan is worthy our earnest consideration, and that every shipper should try to help make it effective.—Daniels & Pickering Co., per E. K. Sowash, Pres.

#### MOISTURE TEST ON VALUE ALONE.

Des Moines, Iowa.—I have read with much interest the several letters regarding the schedule adopted by the Federation of Grain Dealers Ass'ns recently, as to buying corn by moisture test, and we wish to compliment you for calling out this symposium, as it shows wide interest in the matter and will without doubt do a great deal of good.

Our Secretary, Mr. Geo. A. Wells, in giving this schedule to his members, plainly stated that it was based upon the actual difference in weight of water for different prices of corn and did not pretend to establish a difference to cover market conditions. We are firm believers that this moisture test matter has come to stay, and that country grain dealers will gradually come to it because it is based on reason.

Doubtless most of the dealers know that the Babcock test for butter fat in milk is very generally used now and it was objected to and resisted by dairymen at the time it was started, very much as grain dealers are now resisting this moisture testing, and yet the Babcock test has done the dairy interests a vast amount of good.

We think it is generally the practice for millers to buy wheat on test weight, so that the butter fat test and the millers' test being based on values and generally used, would indicate that the moisture test for corn should be adopted on value alone; whereas, there is a very large interest in corn that does not appear in milk and wheat, namely, the keeping qualities.

When the Government, by extensive tests and experiments, decided that the corn to be exported should not contain more than 16% moisture, and recommends, as it has, the buying on moisture



test, it means a good deal, and our opinion is that it will have the effect when adopted, with the farmers raising corn, that it has had with dairy men producing milk and to a considerable extent with farmers raising wheat, namely, to farm so that the corn will mature early enough to be sound and dry enough to be handled safely during the late fall and winter.

I note that several of the letters to the Journal mention that it is unjust for No. 3 corn to contain just 19¼% moisture and when containing 19½% being forced into No. 4 grade at a large discount. It seems to us that this is not a fair view of it, because No. 3 corn takes moisture from 16 to 19¼% and No. 4 from 19¼% to 22%, which gives a good range of difference in the grades, and there must be a dividing point somewhere. Of course the sellers and country handlers would be better satisfied to make No. 3, the commercial grade, contain up to 20%, but as we understand, the eastern and southern buyers are not satisfied with the 19¼%, claiming that that is too much for No. 3, and we think that 19¼% is liberal for No. 3, the commercial grade.

If corn were handled to go direct to feeders and industries, there would be much less necessity for strict adherence to a moisture test, but some people seem to overlook the great importance in the safe keeping of corn in store, which is accumulated during the winter at market centers, and surely must agree that if buyers at these markets had to take No. 3 corn containing up to 20% of moisture, they would discount it amply to cover the added risk.

We trust that this discussion will go on until we all get the right and fair view of it from both sides.—Des Moines Elevator Co., per M. McFarlin.

#### ABSOLUTELY IMPRACTICAL; UNIFORM GRADES.

Philadelphia, Pa.—There is considerable doubt as to the practicability of eastern markets buying corn at a specified discount for off grades. Our sales abroad are based upon export grades, which means No. 2 corn in this market, and we consider it absolutely impractical to base the discount on the price of the corn. If there is an excessive amount of off grade corn, the discount below export grade is more than if the quantity of off grades offered is small.

There is no denying the fact that eastern markets, as well as the large western markets, have got to absorb the low grades in some way or other, either by judicious mixing with export grades above the minimum, or drying.

At this writing, the Philadelphia grades on corn are not based on the moisture test except during the germinating season, say March, April, May and June, and then we have agreed to make our outward inspection on export corn not to contain over 16% moisture.

The recommendation of the Federated Grain Dealers Associations reads very well and looks well in print, but we regret that we are unable to agree with our many western friends who recommend a specified discount or a specified premium based on the moisture test in combination with the contract price, and permit us to say again, that it is absolutely impractical as we see it from the standpoint of eastern receivers.

While we are on this subject, permit us to extend this letter, taking in a word regarding the so-called uniform grading that many of us have been so anxious to bring about through the National Ass'n

for many years. It would seem to the writer that we are getting farther and farther off from this desired goal. With the present grades, as recommended by the Nat. Ass'n, which specify a certain percentage of cob rotten grains and a certain percentage of dirt, we feel it is also impractical, and we simply ask, where is the inspector or expert on corn who can tell by either looking at or by handling a sample drawn from a car, what percentage of cob rotten grains or dirt it contains? It would be utterly impossible for any inspector to analyze a sample drawn from each car to ascertain this fact.

We believe that the terms used by the Philadelphia market in specifying No. 2 corn or export corn, which reads as follows: "Shall be sound, dry and reasonably clean," covers the ground a great deal better than to attempt to figure on a percentage of rotten grains and dirt. We appreciate that western shippers as a rule want to get rid of their rotten corn and dirt, but we cannot palm off such stuff either to our foreign buyers or to the domestic trade. We have always fought and contended against Governmental inspection or even Governmental control of the inspection of grain, and those who insist on such grades as adopted by the National Ass'n are the very ones who, if we have Governmental control, will be the most responsible for it.—E. L. Rogers & Company.

## Letters From Dealers

[Here is the grain dealer's forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

#### SHIPPER SHOULD NOT BE REQUIRED TO COOPER CARS.

*Grain Dealers Journal:* The cooperating of cars by the shipper has always looked wrong to me, as I could see no reason why the shipper should do that work himself. For passenger traffic the railroad company furnishes everything necessary in the way of car equipment, so I claim the railroad companies are not entitled to our labor to cooper cars, as they should provide for that.

Shippers have the right under the Illinois law to demand that the railroad company weigh the grain and guarantee the weight to destination. This law is to the effect that the shipper at any station shipping 50,000 bus. of grain can demand the installation of a railroad track scale, and that the weights over the scale must be given on the B/L by the agent as final. There would then be no excuse for not paying promptly our claims for leakage in transit. We should have what the state says we are entitled to, for in turn the railroad company takes what the law says it can.—M. M. Wright, mgr. Farmers Grain Co., Dorans, Ill.

[Judging from the opinions of scale experts, the country grain shippers are much better off because the railroads do not install track scales at their stations. Track scales get out of order so readily, and so frequently, that they cannot be depended upon for correct weights.ed

It is much better and far cheaper that the railroads should depend upon the grain shippers for weights than to install track scales.—Ed.]

#### GRADING NEW CORN.

New corn is not grading well in any market, and fortunately for the shippers of many districts, the farmers who sold their oats and wheat while trembling with fear of reciprocity, are holding onto their corn, with a determination not to sell at present prices. If the farmers could be induced to sort their corn carefully, and hold all of it until Dec. 1st, both they and country shippers would be much better off.

Recent reports from markets in the corn section follow:

##### ONE-THIRD NO. 3.

Kansas City, Mo., Nov. 21.—New corn graded by the Dept. at Kansas City during the last ten days was: No. 3 corn, 35 cars; No. 4 corn, 68 cars; sample corn, 7 cars; total, 110 cars. We have had a few cars to grade No. 2 which contained a small per cent of new corn.—Yours truly, M. C. Fears, Chief Inspector.

##### MOSTLY NO. 4 AND SAMPLE.

Indianapolis, Ind., Nov. 21.—New corn received in this market from November 10th to 20th inclusive graded as follows: No. 3 white, 2 cars; No. 4 white, 58 cars; No. 3 white mixed, 1 car; No. 4 white mixed, 1 car; No. 3 mixed, 1 car; No. 4 mixed, 21 cars; No. 3 yellow, 2 cars; No. 4 yellow, 38 cars; sample, 382 cars.—William Greiner, Chief Grain Inspector.

#### CONDITION OF RECEIPTS RAPIDLY IMPROVING.

Peoria, Ill., Nov. 21.—Following is our receipts of new corn, Nov. 10th to 20th inclusive: New No. 3 white corn, 14 cars; new No. 4 white corn, 26 cars; new No. 3 yellow, 74 cars; new No. 4 yellow, 313 cars; new No. 3 mixed, 23 cars; new No. 4 mixed, 68 cars; new sample, 50 cars. The new corn coming now shows quite an improvement from a week ago and think if we have some clear, cool days will be having some good corn.—F. B. Tompkins, Chief Inspector.

#### MOISTURE DETERRING CAIRO DEALERS.

Cairo, Ill., Nov. 21.—We have not received any new shelled corn in this market except two cars and they of the white red cob St. Charles variety, and they tested 14.90%.

This, of course, is not anything unusual for this variety of corn, as I made a test on some straight from the field the 5th of this month, and it only tested 14.95%.

The dealers here have handled no corn up to date on account of the moisture and will not until it can be shipped south safely. Yours truly, W. S. Powell, Chief Grain Inspector.

#### SHIPPERS SHUD SORT CORN.

Toledo, O., Nov. 20.—Our receipts of new corn have been very light. Between Nov. 10 and 20th we have only received 160 cars. The moisture content has been 28.4 to 19.6%. The principal trouble with most of the corn is the dealers are not sorting it close enough. They are mixing it with half field corn, which is badly mixed with rotten grains, running from 12½ to 17% of moldy, grown and rotten grains, which could be avoided if they placed two or three sorters in



their dumps and made the farmer haul home the rotten corn.—E. H. Culver, Chief Grain Inspector.

## OVER 60% SAMPLE CORN.

Louisville, Ky., Nov. 22.—From the 10th to the 20th of this month, there was received an inspected by this department 115 cars of NEW corn, which were graded as follows: No Grade and Rejected (which is equivalent to the Chicago Sample Grade), 69 cars; No. 4 corn, 44 cars; No. 3 corn, 2 cars.—Yours truly, Lee D. Irving, Chief Grain Inspector.

## 37 CARS NO. 3.

Omaha, Nov. 22.—From Nov. 10th to 20th inclusive we received only 128 cars of new corn, which is very light, and is really not a good test of what our corn will be; 37 cars graded No. 3; 79 cars graded No. 4 and 12 cars no grade. We are quite pleased with our new corn, as it has been thoroly matured and in a few weeks will be grading No. 3 if we do not have any unfavorable weather.—Geo. B. Powell, Chief Inspector.

## 36% SAMPLE CORN.

Cincinnati, O., Nov. 22.—The receipts of new corn in this market Nov. 10th to 20th inclusive were graded as follows: 36% graded Sample; 53% No. 4; 11% No. 3. The No. 3 corn contained from 18 to 19% moisture; the No. 4 contained from 19½ to 22% moisture; sample corn contained from 21½ to 24½% moisture. The majority of the shipments graded Sample contained from 22 to 23% moisture, while the majority of the No. 4 grade ran over 20% moisture.—Geo. F. Munson, Chief Grain Insptr.

## NO NEW CORN HAS GRADED BETTER THAN 4.

Sioux City, Ia., Nov. 20.—Our records on new corn inspected in this market from Nov. 10, 1911, to Nov. 20, 1911, show 10 cars ranging from 22.6-10 per cent moisture up to 25.2-10. Corn with this amount of moisture, if same was shipped to any terminal market, would be classified as No Grade, or sample corn, and I would recommend that corn of this kind be dried before being shipped. Shippers well know that corn in this condition will not carry with present weather conditions and the congestion of railroads in case of a long haul.

Our records on dates mentioned above show 16 cars new corn grading No. 4 corn, the moisture on same varies from 19.6 per cent to 22 per cent. This includes yellow and white and mixed corn.—Chas. Siman, Chief Inspector.

We can't do without the Grain Dealers Journal.—B. J. Sheridan, mgr. Farmers Co-Op. Eltr. Co., Fairbault, Minn.

Think a great deal of the Grain Dealers Journal because of its valuable information.—C. B. Lowe, mgr. Minonk Farmers Eltr. & Supply Co., Minonk, Ill.

Corn cut by machinery is more moist than that cut by hand because the machine binds it more tightly and does not allow the air to circulate as freely.

Thousands of acres of peanuts were planted in Mississippi this year for the markets, something never attempted before, except on a very small scale. In the boll weevil area, where diversification was tried, peanuts were in some sections the principal crop.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

## WHAT IS MOISTURE CONTENT OF BEANS?

*Grain Dealers Journal:* What is the average and normal percentage of moisture contained in Michigan beans? What percentage of moisture can they safely carry? What is the average percentage of moisture in Michigan beans this year?—S. M. B.

*Ans.:* Until this season the question of the moisture contained in beans has not seriously engaged the attention of the trade. The rains during the past season, however, added about two per cent to the moisture contained in corn compared with other years, and affected beans in the same way, the moisture in beans being so excessive that some large handlers in Michigan are putting in driers. The moisture in beans varies greatly, in summer time running down to 10 and 10.5 per cent, while at present actual test shows 22 to 26 per cent moisture in the beans of the last crop. The normal and safe carrying percentage of moisture is said to be about 16-17-18 per cent.

Tests made for the Journal by W. P. Carroll, in charge of the Chicago Grain Standardization Laboratory of the U. S. Dept. of Agriculture, Nov. 22 show 18.4 per cent moisture in one sample of this year's crop of Michigan red kidney beans, and 19.2 and 19.6 per cent in two samples of white navy beans.

## NATURAL SHRINKAGE; LIABILITY FOR LOSS IN TRANSFER.

*Grain Dealers Journal:* I notice in your edition of Nov. 10 your article on natural shrinkage. In putting in claims for shortages it is necessary to deduct the natural shrinkage that the Ry. companies have hitherto insisted on?

Another question which I would appreciate very much your opinion on is this: Can a claim for shortage be collected from the Ry. company if the car is loaded out of one elevator here in the city and shipped to another, and when unloaded it shows loss of from 200 to 1000 lbs? This has happened time and again, but it seems impossible to do anything, as generally the cars are switched by several roads, and each of them claim that the revenue from such handling is not sufficient for them to pay claims. Do you think that the trade here should have to stand for losses of this kind with no way of recovering them?—Yours respectfully, Otto A. Zimmerman, Minneapolis, Minn.

*Ans.:* Natural Shrinkage is absolutely indefensible as an excuse for docking claims for shortages. There is nothing in it. The railroads have been unable to prove its existence, and until they do so they are duty bound to deliver at destination all grain entrusted to them for transportation.

In the matter of shortages on cars transferred from one house to another in the same market, will say that if the railroads granted the cars for the transfer upon request of the shipper, then it might

be possible for the shipper to insist on the delivery of every pound loaded into car. In most central markets cars are loaded for switching or transfer without the knowledge or consent of the railroads. Cars going into the elevator with one kind of grain are unloaded and reloaded with another kind, without consulting the carrier, without giving the carrier an opportunity to place the car in condition to receive grain, and oftentimes without making sure that car is in fit condition to receive grain. Then these cars are started around the city without being sealed. If more care were exercised in the preparation of cars for central market transfers, and each car sealed with a private seal, numbered consecutively, the losses would be materially reduced.

It is not right that the shipper should stand the loss of grain from cars being shipped about the terminal market, but the dealers will not have to do so if they will cooperate with the railroads in securing good cars and protecting the grain as it is being switched about the town.—Ed.

## INTERNATIONAL INSTITUTE Crop Report.

Rome, Italy, Nov. 18. [Cablegram to U. S. Dept. of Agriculture.] The International Institute of Agriculture, Rome, Italy, reports areas and production, this year, of the crops specified in the principal producing countries of the Northern Hemisphere, and in the countries named, and the conditions attending the sowing and germination of winter cereal crops in the Northern Hemisphere, as follows:

**ALL WHEAT:** Single numerical statement of production 100.2% of last year's production, indicating a total production of 1,637,000,000 cwt., or 3,055,733,000 bus. of 60 pounds.

**ALL RYE:** 93.0% of last year's production, indicating a total production of 662,000,000 cwt., or 1,324,000,000 bus. of 56 pounds.

**BARLEY:** 99.4% of last year's production, indicating a total production of 518,000,000 cwt., or 1,208,667,000 bus. of 48 pounds.

**OATS:** 90.8% of last year's production, indicating a total production of 967,000,000 cwt., or 3,384,500,000 bus. of 32 pounds.

**CORN:** The estimated production in Hungary is 69,032,000 cwt., or 138,064,000 bus. of 56 pounds.

**RICE:** The area probably harvested in British India is 52,792,000 acres.

**ALL WHEAT:** The estimated area sown in Argentina is 17,043,000 acres; in Chili, 1,853,000 acres; and in Australia, 7,905,000 acres.

**OATS:** The estimated area sown in Argentina is 2,547,000 acres, and in Australia 689,000 acres.

**WINTER CEREAL CROPS:** The sowing is approaching completion; the work preparatory to sowing, and the sowing, was accomplished under good conditions, and germination is regular.

A secret process that tests the strength of wheat and determines its milling value has been discovered by a well-known analytical and consulting chemist and is being used by a number of British millers. The test requires 24 hours, but is very simple and can easily be learned in two or three days time. This test determines all the factors and can be used on as little as a half-pound of wheat.



# Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

## CANADA.

Fred Newsom of Azalia, Ind., has just returned from northwestern Canada and says that when he left but a few days ago wheat threshing was still in progress altho the mercury was ten degrees below zero and the snow was six inches deep on the wheat shocks and a great deal of wheat yet to be thrashed.—L.

The Northwest Grain Dealers Ass'n estimates that crops in Manitoba, Saskatchewan and Alberta will aggregate 9,800,000 acres seeded to wheat, producing an average of 18.2 bus. per acre or a total of 178,260,000 bus.; oats, 4,500,000 acres, average yield of 41.6 bus. per acre, produced 187,335,000 bus.; barley, 1,125,000 acres, averaged 29.5 bus. per acre or a total of 33,187,500 bus.; flax, 638,000 acres, average yield of 8.5 bus. per acre, producing a total of 5,425,000 bus.

## ILLINOIS.

Rollo, Ill., Nov. 21.—Big corn crop at this point.—Alvin Kaminsky.

Lafayette, Ill., Nov. 21.—Corn 65 to 90 bus., fair quality. No old corn, but much oats back.—F. T. Galvin.

Monroe, Ill., Nov. 11.—Corn 50 to 60 bus., good quality; oats 45 to 55 bus. No old corn but 70% of the oats back.—Geo. S. Miller.

Wilmington, Ill., Nov. 18.—Crops are good here; corn goes from 40 to 60 bus.; oats about 40 bus. per acre; wheat, 20 to 30.—W. M. Godel.

St. Anne, Ill., Nov. 10.—Corn small in yield but good in quality; oats 30 bus., fine quality. No old corn but 33% oats back.—Hughes Bros.

Peotone, Ill., Nov. 11.—Corn 50 bus.; oats 30 to 45 bus., both good quality. No old corn but 50% of the oats back.—Wm. Brandt & Co.

Peotone, Ill., Nov. 11.—Corn 54 bus.; oats 30 bus. and wheat 25 bus., all good quality. No old corn but 50% of the oats back.—Deiniger & Wilson.

Monroe, Ill., Nov. 11.—Corn over average crop, fair quality; oats, 30 bus. No old corn but 70% of the oats back.—A. Schwiesow, of A. & C. Schwiesow.

Cambridge, Ill., Nov. 21.—Corn 60 bus., good quality; oats 35 to 40 bus., fine quality. No old corn but 75% of the oats back. No grain moving.—Wm. Ringle & Co.

Manteno, Ill., Nov. 11.—Farmers have just begun to husk. Oats made 40 bus., good quality; wheat 20 bus. No old corn and 33% of the oats back.—Leon Euziere.

Morris, Ill., Nov. 19.—Corn a good crop of good quality, farmers half thru husking. Oats 35 bus., fine quality. No old corn but 33% of the oats back.—Morris Grain Co.

Pearl City, Ill., Nov. 10.—Corn crop fairly good, will probably average between 45 to 50 bus. per acre. Barley crop is small.—A. F. Auman, Agt. Pearl City Grain Co.

Pearl City, Ill.—Early threshed oats are of good quality but late threshed oats were damaged considerably by rains, will probably yield 32 bus.—G. E. Shank, of Meyers & Shank.

Papineau, Ill., Nov. 10.—Corn 35 bus., fair quality; oats 33 to 35 bus., fine quality. Spring wheat poor, winter wheat good. No old corn but 33% of the oats back.—Tegge Grain Co.

New Lenox, Ill., Nov. 19.—Best corn crop we ever had, fair quality, 55 bus. average. Oats, 40 bus., damaged badly by rain. No old corn but 50% of the oats back.—H. N. Dickinson.

Freeport, Ill., Nov. 11.—Corn being husked now, will be all thru within two or three weeks, yield an average of 45 bus., good quality. Oats yield about 35 bus., good quality, 50% of new oats still in farmers' hands.—B. P. Hill, Pres. B. P. Hill Grain Co.

St. Anne, Ill., Nov. 10.—Corn 40 bus., good quality; oats 35 bus., fine quality. Large acreage of winter wheat, poor in yield and quality; small acreage of spring wheat but fine in yield and quality. No old corn but 33% oats back.—A. R. Tunks, Agt. Tegge Grain Co.

Womac, Ill., Nov. 17.—Corn bad sample, rotten and damaged by chinch bugs; average 20 bus. per acre. Some wheat in farmers' hands.—J. T. Pembroke, mgr. for G. B. Carriero.

Seneca, Ill., Nov. 19.—Corn averages 50 bus., fair quality, some damaged. Oats 40 bus., fine quality. No old corn but 50% of the oats back. Wheat acreage greatly increased.—M. J. Hogan.

Stockton, Ill., Nov. 10.—Oats crop is good, average yield between 35 and 40 bus., test standard. Spring wheat crop is poor but winter wheat will average 25 bus. per acre, good quality.—J. H. Rosenstiel.

Lafayette, Ill., Nov. 21.—Corn 50 bus., fair quality, damp yet. No old corn but 25% of the oats back. Slowest movement of grain in years, farmers busy husking.—T. Hoadley, Scott & Hoadley.

Cambridge, Ill., Nov. 21.—Corn 40 to 70 bus., fair quality; oats, 40 bus., fine quality. No old corn but 50% of the oats back. Very small amount of ear corn moving.—H. S. White, White & Kellogg.

Manteno, Ill., Nov. 11.—Corn 45 bus., good quality; oats 38 bus., good quality; wheat 25 bus., fine quality. No old corn but 33% of oats crop back. Winter oats acreage short.—H. F. Adams, West Bros. Grain Co.

Illinois sta., Momence p. o., Ill., Nov. 10.—Corn 50 bus., good quality; oats, 40 bus.; wheat 20 to 30, both fine quality. No old corn but 25% of the oats back.—C. C. Brown, Agt. F. C. Brown Grain & Hay Co.

Momence, Ill., Nov. 10.—Corn 60 to 75 bus., good quality; oats 50 to 60 bus., fine quality; wheat 20 to 30 bus., good quality. No old corn, but 33% of the oats back. Large wheat acreage.—B. L. Tabler & Son.

Momence, Ill., Nov. 10.—Farmers have just begun husking, good quality. Good crop oats, fine quality; nice crop of wheat. No old corn but 45% of the oats back. Wheat acreage increased.—G. S. Garrett, Hess & Garrett.

Arcola, Ill., Nov. 9.—While farmers will be heavy losers on account of the large amount of rotten corn in fields, many will utilize it to reduce their coal bills. As most of the farmers use their corn fields for pastures in winter, they must not leave the rotten ears in the fields to poison stock, neither dare they put it with the good corn. On many large farms bad corn will run up into the hundreds of bushels and can save the owners much coal, as corn on the cob makes an intense heat and a lasting fire.—H. D. Hall, National Eltr. Co.

## INDIANA.

Pence, Ind., Nov. 14.—Besides its damage to buildings the wind storm of Nov. 11 blew corn down badly.—Frank R. Pence.

Frankfort, Ind., Nov. 17.—Corn movement is very good except when bad weather interferes.—Frankfort Grain Co.

Crown Point, Ind., Nov. 14.—Corn averaging about 45 bus., but nothing extra in quality.—E. F. Schroeder.

A greater acreage of wheat has been sown than for years. Word from Clayton is that the wheat acreage is about the same as that of last year. Complaint there is of moldy corn and yield not up to expectations. Farmers in the vicinity of Manilla, Rush County, report 40 to 80 bus. of corn an acre. Word from Evansville is that the corn crop of Vanderburgh County is about two-thirds that of last year. The yield is 35 to 45 bus. per acre in the vicinity of Wadena, where a considerable rotten corn has been found in some fields. Wheat sowing is finished around Columbus but less wheat has been sown in that vicinity than for several years. Reports from Boonville indicate that Warrick County farmers have prospects for a bumper crop of wheat next year. A larger acreage has been sown than ever known in that county. In Miami County, especially in the vicinity of Peru, the corn crop this year is unusually heavy. Many farmers report 70 bus. per acre and buyers are paying 70c per cwt. for new corn and 80c per cwt. for old. In Posey County corn-husking is in full swing and men to gather the crop are scarce. With the exception of the crop in the Wabash River bottoms the yield will be as large if not larger than last year. Little river corn has started moving as the rivers are not now at good boating stage. Word from Greenfield is that, because corn in Hancock County is sappy, buyers there have not been receiving it and will not be ready before the latter part of this week. The yield is about the average. Word from Milton is that the farmers in that vicinity are nearing the completion of corn-gathering. The average yield is good and the quality excellent. Wheat in that vicinity looks fine. An estimate on the outstanding corn crop in Fulton County, furnished from

Rochester, shows that about a two-thirds crop has been produced there. As fodder is decaying many farmers there believe they cut their corn before it was ripe.—L.

## IOWA.

Waukegan, Ia.—Farmers exceedingly bullish on new corn.—Jesse Copeland.

Kellogg, Ia., Nov. 22.—Corn 40 bus., fine quality, moving slowly.—F. L. Phipps.

Whitten, Ia., Nov. 22.—Corn 45 bus., fine quality; swift movement of new corn.—A. G. Mabie.

Nevado, Ia., Nov. 22.—Corn 40 to 45 bus., average fine quality; good crop of oats.—J. A. King.

De Soto, Ia., Nov. 22.—Do not ship any corn. Wheat acreage increased. Not very many oats back.—J. A. Thornton.

Clemons, Ia., Nov. 22.—Corn 35 bus., good quality. No old corn but 50% of the oats back. Grain movement slow.—A. Brackney.

Dawson, Ia., Nov. 22.—Corn 35 to 40 bus., very good quality; oats, 40 bus. No old corn but 30% of the oats back. Some corn moving.—R. S. Witter.

Conrad, Ia., Nov. 22.—Corn 50 bus., good quality; oats, 45 bus. No old corn but 60% of the oats back. Oats and corn beginning to move.—E. W. Randall.

Huxley, Ia., Nov. 22.—Corn better than last year in quantity and quality. No old corn, but much of the oats back. No grain moving.—H. R. Sheldahl.

Hull, Ia., Nov. 18.—The small grain crop was almost a failure in this vicinity and corn is only about a half crop. Husking is nearly done and farmers are having much corn fodder shredded for feed as the hay crop is short. Barley is about all marketed and oats are all needed on our farms.—Henry J. Huibregtse, mgr. Farmers Co-op. Co.

Hubbard, Ia., Nov. 16.—Crops are very good in this section this season and much grain is moving. As a rule farmers are thru husking and have their corn cribbed in good condition. All old corn has been marketed and about 50% of the oats. No appreciable amount of grain in any of the eltrs. in this territory, it was nearly all marketed on the last bulges. Oats will be sold by farmers at from 45c to 50c; corn, from 55c to 60c; very little will move from now on at less.—B. L. N., Farmers Eltr. Co.

## KANSAS.

Idana, Kan., Nov. 14.—Our wheat crop was good and of good quality, all No. 2, now nearly all out of farmers' hands, that left is held for higher prices. Corn crop short and of poor quality; not enough is being offered for cattle feeders. No oats for sale at any price.—R. B. Treschel.

Hillsboro, Kan., Nov. 17.—Not much grain now moving at any of the eltrs., owing to prevailing high prices, it has been shipped mostly. Very little corn will be shipped from here this season as our crop is short, same pertains to the oat crop in this vicinity. Kafir corn is good, what there is of it but very little to be shipped.—The Klaassen Mfg. Co.

Shippers present at the banquet tendered delegates to the Kansas Grain Dealers Ass'n by the Atchison Board of Trade, in the evening of Nov. 17, reported much of this year's corn crop badly damaged by the army worm. The short crop was discussed and many dealers reported that not more than enough corn for home consumption had been raised in their districts.

## MICHIGAN.

Hillsdale, Mich., Nov. 9.—Corn crop is fair, good quality; oats short; better than an average wheat crop.—A. G. Ribbeck of F. W. Stock & Sons.

Jackson, Mich., Nov. 10.—The bean crop was damaged about 33% on account of heavy rains at the critical time, the moisture averaging 22 to 25%, whereas it should be 17%. This is the worst condition we have ever experienced. But for the rains we would have had a fine crop.—R. W. Isbell.

## MINNESOTA.

Hayward, Minn., Nov. 17.—Crops were quite good here this year; wheat about 17 bus. to the acre; oats, 25; barley, 30; corn, 50. About a third of the grain has been marketed.—P. J. Fibelstad, mgr. Farmers Eltr. Co.

Minneapolis, Minn., Nov. 15.—Only from 30% to 35% of the fall plowing has been done in the Northwest, because cold weather set in so early, and we incline to think spring wheat acreage next year will show considerable increase at the expense of barley, corn and oats.—A. Huhn, pres. Huhn Eltr. Co.



## NEBRASKA.

Dixon, Neb., Nov. 10.—Corn about  $\frac{3}{4}$  husked. Average yield about 35 bus.—J. B. Hatch.

Charleston, Neb., Nov. 20.—Corn yield about 30 bus.; a little green and wormy; husking about half done.—M. N. Otto, of Otto Bros.

Edgar, Neb., Nov. 14.—Corn will yield about 25 bus. per acre. Movement will not start till Nov. 25. Expect good movement then.—C. D. McIlroy, mgr. Farmers Commercial Ass'n.

Bookwalter, Neb.—Corn here is very poor in yield and quality; very wormy and rotten, averaging about 15 bus. to the acre. Wheat looks fine.—C. G. Colwell, Potts-Colwell Eltr. Co.

Hildreth, Neb., Nov. 18.—Wheat is very scarce, averaging from 5 to 10 bus. per acre. Corn averaged from 15 to 40 bus. Oats were an entire failure and alfalfa little better. About 35% of the wheat left in country.—D. Reil, mgr. Farmers Grain & Supply Co.

Upland, Neb., Nov. 18.—Wheat crop light, from 3 to 18 bus. per acre; corn from 10 to 30 bus., but no oats. Some old corn and about 25% of the wheat still in farmers' hands. Growing wheat has never looked better.—Thos. C. Lorenzen, agt. Peoples' Grain, Coal & Live Stock Co.

Fairmont, Neb.—Of the wheat 85% has been marketed. The new crop gives promise of good yield, acreage about the same as last year. Corn yield will be light, too much hot dry weather, will make about 25 bus. Worms have worked in the ears and damaged the crop fully 15%; not much for shipment.—T. M. Wright.

## NORTH DAKOTA.

Hillsboro, N. D., Nov. 9.—Our crop yield not above normal, grades off some, mostly No. 2 and No. 3, quality light. Dockages are heavier than last year and about 50% of the grain handled will have to be cleaned. Crop prospects for coming year excellent so far.—J. S. Broberg, mgr. Taft Farmers Eltr. Co.

## OHIO.

Findlay, O., Nov. 22.—Oats fairly good, 40 bus.; 20% of the oats back.—H. M. Hoster.

Fostoria, O., Nov. 21.—Oats good quality and color, 30 bus.; 25% of the oats in farmers' hands. — Louis Bushman, Bushman Bros.

Cleveland, O., Nov. 15.—More shelled than ear corn is arriving and the shelled is in poor condition.—F. C. Cain, rep. E. I. Bailey.

Tiffin, O., Nov. 21.—Wheat only fair, average 12 bus.; 20% of wheat in farmers' hands.—J. F. Eaugherty, Mgr. Jos. Loundslager.

Bucyrus, O., Nov. 18.—Wheat crop short, good quality, yield 10 bus. Oats fair crop, good quality, average yield 50 bus. per acre.—E. G. Reid.

Rawson, O., Nov. 22.—Corn good, 75 bus. good quality. Most of farmers cribbing new corn. Wheat good, 25 bus., good quality.—R. R. Fenner.

Mansfield, O., Nov. 20.—Wheat will not average over 10 bus., good quality. About 50% still in farmers' hands.—A. J. Gilbert, mgr. Gilbert & Co.

Mansfield, O., Nov. 20.—Oats average 35 bus., good quality. About 35% of the oats in farmers' hands.—J. H. Hess, mgr. Mansfield Hay & Grain Co.

Bucyrus, O., Nov. 18.—About 10% of the wheat and 25% of oats still in farmers' hands. Very little moving at present.—J. M. Smith, of Smith & Fitzer.

Tiffin, O., Nov. 21.—Oats poor, about 35 bus., good quality. Corn fair, will have very little to ship; about 15% of the oats back.—Walter G. Trumpler.

Columbus, O.—The movement of corn has not been as free as usual on account of the unfavorable weather.—Jas. P. McAlister, Jas. P. McAlister & Co.

Urbana, O., Nov. 20.—Conditions of growing crop of wheat mixed, part of it looking fine but some of it is just coming up. Considerable corn molding in the shock.—C. E. Young & Son.

Bloomville, O., Nov. 20.—Oats average 35 bus., fair quality. Wheat good quality, average 12 bus.; 40% of the wheat and 20% of the oats in farmers' hands.—W. H. Fike, of Miller, Fike & Dellinger.

Findlay, O., Nov. 22.—Wheat good, 16 bus., quality never better. Growing wheat looking fine, smaller acreage than usual on account of wet weather; 30% of the wheat in farmers' hands.—J. G. Kimmell, Gorrell & Kimmell.

St. Marys, O., Nov. 23.—Wheat 12 bus., good quality; oats 30 bus., fairly good quality; 50% of the wheat and 33% of the oats still in farmers' hands.—F. F. Folk, mgr., The Gordon Hauss, Folk Co.

New Washington, O., Nov. 20.—Wheat about 15 bus., good quality. Yield of oats about 50 bus., good quality; 50% of the oats and 60 or 70% of the wheat still in farmers' hands.—F. H. Spillette, of Gottfried & Spillette.

Fostoria, O., Nov. 21.—Corn fair quality, majority contains 22% moisture, 10% larger acreage than last year. Considerable damaged corn due to recent rains, yield about 50 bus.; practically all old corn in.—Chas. Franke, Franke Bros.

Celina, O., Nov. 23.—Corn crop is damaged considerably, larger acreage than last year. We are buying very little new corn, about 50% of the wheat, 30% of the oats and 10% of the old corn back.—W. T. Palmer, pres. Palmer & Miller.

Crestline, O., Nov. 18.—Wheat acreage smaller than last year, yield about 10 bus., good quality. Oats are of fair quality, average yield about 35 bus. About 25% of the oats and 15% of wheat back.—W. H. Weaver, sec'y-treas., Weaver Bros. Co.

Bluffton, O., Nov. 22.—Oats 40 bus., good quality. Wheat excellent, fine quality, 25 bus.; 50% of the wheat and 10% of the oats in farmers' hands. Growing wheat looking fine, recent rains have delayed threshing.—J. C. Hochstetler, Stearns & Hochstetler.

Wapakoneta, O., Nov. 23.—Corn fair, considerable damaged corn, but farmers are feeding it and cribbing the good. We will not start buying new corn before Dec. 1; there is scarcely any old corn in farmers' hands.—Jacob Hauss, pres., Hauss & Bitler Co.

Mt. Cory, O., Nov. 22.—Oats 60 bus., good quality, grade No. 2 white. Wheat good, 15 bus. good quality; 25% of the wheat and oats in farmers' hands. Corn only fair, farmers cribbing much. Growing wheat fair, wet weather delayed sowing, usual acreage.—O. C. Dicus, mgr. Farmers Eltr. & Exchange Co.

## OKLAHOMA.

Renfrow, Okla., Nov. 21.—Very little wheat here; quite a lot of corn; some kafir corn but no cane seed.—J. W. Reser.

Oklahoma City, Okla.—Fall wheat planting has been delayed in certain parts of the state because of lack of moisture. Recent rains have saved the situation and the farmers are now busy. Two weeks ago only 75% of a normal acreage had been planted but with ideal weather prevailing the prospects are good for an increase over normal this year. Corn is yielding from 10 to 30 bus. Good quality in some sections; poor in others. Kafir corn will yield probably around 10,000,000 bus.—G. C. F. Prouty, sec'y Okla. Grain Dealers Ass'n.

## SOUTH DAKOTA.

Raymond, S. D., Nov. 9.—Practically no crop here.—J. S. Foster, agt. G. W. Van Dusen & Co.

Henry, S. D., Nov. 10.—Grain is nearly all marketed owing to light crop.—E. Blankenburg & Co.

## TEXAS.

Higgins, Tex., Nov. 8.—We have a good crop of kafir corn and will have some to sell.—Shattuck Clearing House Co.

Fort Worth, Tex., Nov. 21.—The grain acreage in Texas will be very light on account of the extremely dry fall. Wheat acreage will not be over 75%.—G. J. Gibbs, sec'y, Texas Grain Dealers Ass'n.

## WISCONSIN.

Madison, Wis., Nov. 12.—The average yield per acre this year is: wheat, 18 bus.; rye, 19 bus.; barley, 27 bus.; oats, 34 bus.; buckwheat, 16 bus.; corn (shelled), 40 bus.; beans, 16 bus., and peas, 13. The estimated quality is: wheat, 85; rye, 92; barley, 83; oats, 86; buckwheat, 88; corn, 82; beans, 79, and peas, 81.—R. W. Rowlands, sec'y Wisconsin State Board of Agri.

## WYOMING.

Powell, Wyo., Nov. 12.—Oat crop here heavy, alfalfa very heavy.—Pratt Bros.

## BUCKWHEAT CROP REPORT.

Washington, Nov. 14.—The Bureau of Statistics of the U. S. Dept. of Agriculture estimates the yield of buckwheat in bus. Nov. 1 to have been as follows:

	Yield per Acre.		Production.	
	1911.	1910.	10-Yr. 1911.	1910.
Maine .....	30.5	32.5	671	748
N. H. ....	25.0	31.0	22.7	50
Vermont ..	24.5	24.0	23.0	196
Mass. ....	21.5	22.0	18.4	64

Conn. ....	19.0	19.5	17.6	57	58
New York ..	21.3	23.0	19.8	6,475	7,199
New Jersey ..	19.0	21.5	19.9	247	280
Penn. ....	21.9	19.5	18.8	6,351	5,655
Delaware ..	20.2	20.5	17.1	40	41
Maryland ..	20.0	18.5	17.9	180	166
Virginia ...	16.0	18.0	17.8	320	378
W. Virginia ..	24.0	23.0	19.9	576	575
N. C. ....	19.0	19.0	15.7	76	95
Ohio .....	21.0	18.0	17.7	231	252
Indiana ....	18.3	17.7	16.4	73	88
Illinois ....	18.1	20.0	16.8	54	80
Michigan ....	18.0	15.3	14.6	900	842
Wisconsin ..	17.5	14.0	14.9	228	196
Minnesota ..	19.0	16.0	15.1	76	64
Iowa .....	17.5	14.9	14.5	122	119
Missouri ...	10.0	16.5	15.8	20	33
Nebraska ...	16.0	20.0	15.7	16	20
Kansas ....	12.0	15.0	14.0	12	15
Tenn. ....	16.0	15.0	15.5	16	15

U. S. .... 21.3 20.9 19.1 17,051 17,239

## DATES OF CORN

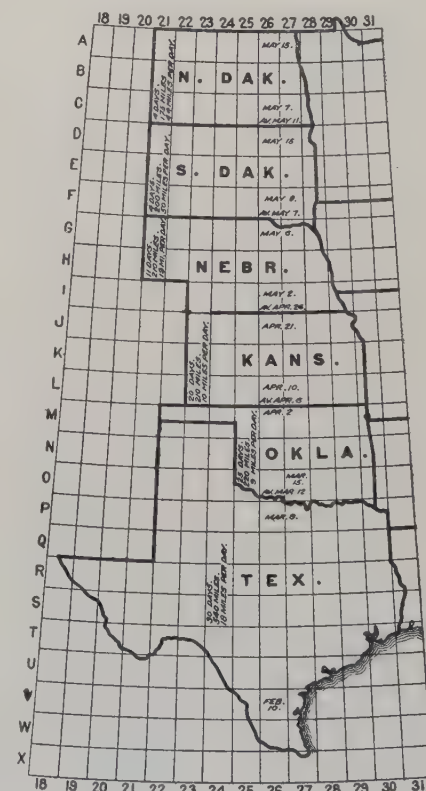
### Planting.

By dividing the entire United States into squares of about 70 miles and taking the dates of corn planting in each, the Bureau of Statistics of the U. S. Dept. of Agriculture has calculated the northward progress of the corn planting in miles per day as shown in the engraving herewith.

At the starting point, near Brownsville, Tex., planting begins on the average date of Feb. 10. The movement reaches the Texas-Oklahoma line on the mean date of March 12, the movement therefore crosses Texas in 30 days, the rate of progress being 18 miles per day.

Thru Oklahoma progress in corn planting is made at the rate of 9 miles per day; thru Kansas at 10 miles; thru Nebraska 19 miles; thru South Dakota 50 miles, and thru North Dakota 44 miles per day.

The air temperature at which corn planting begins is 55 degrees F. On account of the cooler atmosphere of the Great Lakes the dates of corn planting in Michigan and Wisconsin are the same as in the more northerly states of North and South Dakota.

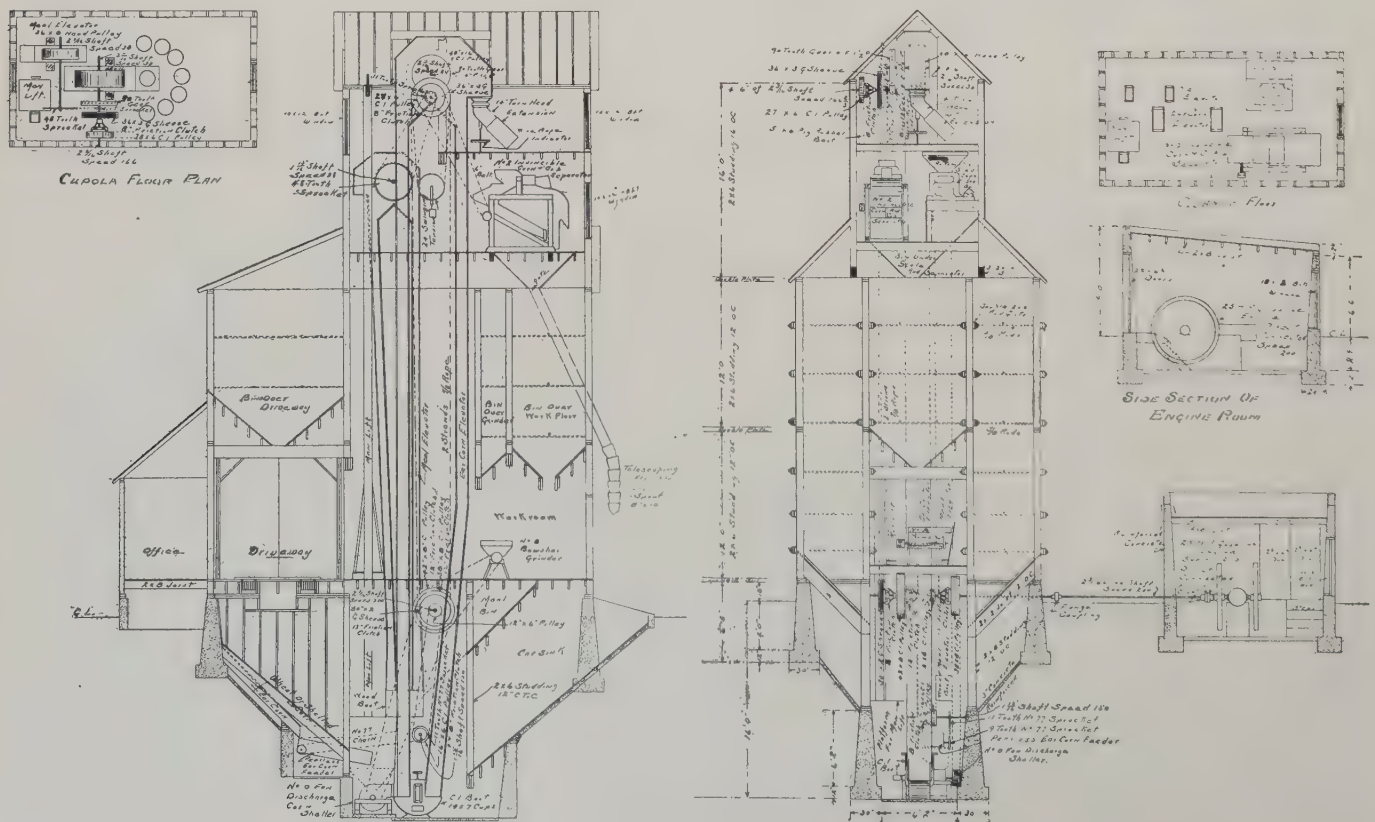


Northerly Progress of Corn Planting.



In the basement is a Peerless Ear Corn Feeder, feeding corn to a Smith No. 0 Fan Discharge Corn Sheller, below it. The cast iron boot of the large leg, which is equipped with 14x7 inch buckets, sets on the basement floor, while the wood

The house was designed primarily as



Longitudinal Section and Cross Section Mitsch Grain Company's New Elevator at Woodbine, Kansas.



a corn handling plant, and is so arranged that grain can be received from cars or wagons and reloaded into cars or conveyed to outside storage, yet to be constructed. The plant is so arranged that it should be a very easy matter for two men to run the business. The building is covered with galvanized iron shingles and sided with galvanized sheets. It was designed and erected by Morley Bros. Haden & Plott

## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Commission, the carriers have made the following changes in rates:

**Chicago, Indiana & Southern** will make a rate of 6c on ear corn from Knox, Ind., to Streator, Ill.; effective Dec. 11.

**C. N. O. & T. P.** has issued Sup. 14 to ICC 3705 giving rates in effect Dec. 7 on corn and wheat from Louisville, Ky., to Tenn. points.

**Sou. R. R.** in Sup. 1 to ICC A2132 gives rules governing charges for grain elevation at Louisville, Ky., and Cincinnati, O.; effective Dec. 7.

**C. C. C. & St. L.** in ICC 5908 gives the allowances for transfer of grain at Cleveland, O.; effective in state Nov. 20, interstate Dec. 10.

**Illinois Central** will make a rate of 14c, effective Jan. 1 on corn, oats, rye and barley and 19c on flaxseed between Sioux Falls, S. D., and Cedar Rapids, Ia.

**Cincinnati, Hamilton & Dayton** announces a rate of 4½c on cob meal from Montezuma, Ind., to Terre Haute, Ind., and 7c on wheat from Dana, Ind., to Rockville, Ind., effective Nov. 25.

**C. R. I. & P.** in Sup. 6 to ICC C8860 gives rates, effective Dec. 20 from stations in Ia., Kan., Minn., Mo., Neb., Okla., and Tex., to stations in Ariz. and N. M. on grain and grain products.

**Missouri & Northern Arkansas** will make a rate of 8c, effective Dec. 11 on ear corn from Alpena, Baker, Batavia, Beaver, Bellefonte, Gaskins, Ark., and rate points to Neosha, Ark.

**Wabash** will make effective Dec. 12 rates of 18½c on wheat and 17½c on corn, rye, oats and barley to Southport, La. (for export) from Kansas City, Mo., and Kansas City, Kan. (when from points beyond.)

**Illinois Central** will make effective Dec. 9 a rate of 15c on grain and grain products to St. Paul, Minneapolis, Minnesota Transfer and Stillwater, Minn., from Bloomington, Chicago, Peoria, Pekin and Joliet, Ill.

**C. Gt. W.** in Sup. 13 to ICC 4670 has published rates in effect Dec. 6 on corn, oats, rye and barley, between Ia. points, and Atchison, Kansas City, Kan., Kansas City, Mo., Leavenworth, Kan., and St. Joseph, Mo.

**C. R. I. & P.** in ICC C9201 give rates on grain and grain products between St. Louis, Mo. and rate points and East St. Louis, Cairo, Gale, Thebes, Chicago, Joliet and Peoria, Ill., and stations in Ark.; effective Dec. 20.

**Chicago, Rock Island & Pacific** will make effective Dec. 7 a rate of 58½c on broom corn from Guthrie, Taylor, Iconium, Merriek, Dudley, Lowe and Chandler, Okla., to Chicago; 53½c to Peoria; and 48½c to Rock Island.

**Northern Pacific** will make a rate effective Dec. 11 of 35c on wheat, oats, rye, corn, flaxseed and barley, between St. Paul, Duluth, Minn., and rate point and White, Buell, Amsterdam, Arnold, Vincent and Anceney, Mont.

**Missouri Pacific** will make a rate of 4c effective Nov. 30 from Cairo, Ill., (south-bound only) to St. Louis, Mo., and rate points and East St. Louis, Ill. (when from

beyond) on wheat, corn, rye, barley and grain screenings.

**C. M. & St. P.** in ICC B2453 gives the rate on wheat to Alton, East St. Louis, Quincy, Ill., Hannibal, Mo., St. Louis, and rate points from C. M. & St. P. stations, in Minn., Ia., and North and South Dakota; effective Dec. 2.

**C. R. I. & P.** in Sup. 56 to ICC C6918 gives rates on grain between Missouri river points when originating at points in Ia., Mo., Kan., Neb., Colo., Okla. and Tex., to C. R. I. & P. stations and connections; in effect Dec. 1.

**St. Louis & San Francisco** will make rates effective Dec. 8 on grain and grain products between Kansas City, Mo., and Nichols, Avant, Sperry, Turley, Okla., wheat 15c; corn, 13c; flaxseed and millet seed, 18c; hemp seed, 20c; and broom corn, 35c.

**Northern Pacific** will make a rate effective Dec. 4 of 49.5c on oats and barley from Sinar, McClain, Carlton, Spur, Florence, Stevensville, Victor, Tucker, Woodside, Riverside, Hamilton and Darby, Mont., to St. Louis, Mo., and East St. Louis, Ill.

**Northern Pacific** has announced rates effective Nov. 26 from Hodges, Ionia, Allard, Curry and Glendive, Mont., to St. Paul, Duluth, Minn., and rate points on wheat, corn, oats, rye, flaxseed, barley and articles taking same rates of 22c; from Allen, Mont., to same points of 23c.

**Chicago & Eastern Illinois** has announced a rate of 6c on wheat to Chicago, Ill., when forwarded via lake lines to Ontario, Ohio, Pennsylvania and Michigan points, from Carlisle, Elliston, Lester, Paxton, Plummer, Shelburn, Sullivan, Welsh, and Worthington, Ind., effective Dec. 16.

**Illinois Central** will make rates effective Nov. 30 of 21.5c on flaxseed, millet seed and articles taking same rates; 19c on wheat, barley, corn, oats, rye and articles taking the same rates, from Chicago, Milwaukee, Wis., and stations taking same rates to Sioux Falls, S. D.

**C. B. & Q.** in Sup. 12 to ICC 9867 gives the rate on grain and grain products from C. B. & Q. stations in Ill., and connecting lines stations to the Atlantic seaboard, interior points and eastern points in Canada, also to Buffalo, Pittsburgh, Erie, Parkersburg and Wheeling; in effect Dec. 15.

**Santa Fe** will make rates effective Dec. 1 from Salina, Kan., to Parson, Kans., on corn and articles taking same rate 12c; wheat and articles taking same rate 13½c; from Great Bend, Kan., to Carthage and Liberal, Mo., wheat and articles taking same rate 13½c; corn and articles taking same rate 12c.

**St. L. & S. F.** in Sup. 6 to ICC 6255 has published rates on grain and grain products, effective Dec. 12, from St. Louis, Carondelet, Mo., East St. Louis, Chicago, Peoria, Pekin, Ill., St. Paul, Minneapolis, and Minnesota Transfer, Minn., and points taking same rates, to Ark., Ill., Kan., Mo., and Okla. points.

**C. Gt. W.** in Sup. 1 to ICC 4848 makes rates on grain and grain products in effect Dec. 10, from St. Paul, South St. Paul, Minneapolis and Minnesota Transfer, Minn., when originating at Minn. and Wis. points, to Chicago, Ill., and points taking same rate and St. Louis, Mo., and East St. Louis, Ill.

**Chicago & North Western** will make rates effective Dec. 8 on grain and grain products from St. Paul, Minneapolis, Minnesota Transfer, Stillwater, Duluth, Minn., Superior, La Crosse and Ashland, Wis., and points taking same rates, to Albany, N. Y., 24½c; Alleghany, Pa., 18½c; Baltimore, Md., and Basic, Va., 22c.

**Illinois Central** will make effective Dec. 15 a rate of 19½c on oats and barley from St. Paul, Minneapolis, Minnesota Transfer, Stillwater, Duluth, Minn., Ashland, Itasca, Superior, and Washburn, Wis. (originating north or west thereof), to Bellington, W. Va., and Mt. Jewett, Pa.; 34½c to West St. John, N. B., from same points.

**St. Louis & San Francisco** will make rates effective Dec. 12 on wheat, 20½c;

corn, 18½c; millet seed, 23c; flaxseed, 25½c; hemp seed, 28½c, between St. Louis, Carondelet, Mo., East St. Louis, Ill., and Le-lagony, Okla.; between the same points and Chicago, Ill., wheat, 23½c; corn, 19½c; flaxseed, 30c; millet seed, 28c and hemp seed, 23c.

**Boston & Albany** will make effective Dec. 5 a rate of 37c on flaxseed importations via Boston and East Boston, Mass., to Atchison, Kan., Kansas City, Mo., Leavenworth, Kan., St. Joseph, Mo., Council Bluffs, Ia., Omaha and South Omaha, Neb.; 44½c to Sioux City, Ia., and Sioux Falls, S. D.; 32c to Ashland, Bayfield, Wis., Duluth, Minnesota Transfer, St. Paul, Minn., and Superior, Wis.

**Missouri Pacific** will make effective Dec. 6 rates from St. Louis, Mo., East St. Louis and Du Po, Ill., to Dian, Arcadia, Dennyville, Austin, Dunlap, Pottsville, Blevins, Kilgore, Dotson, McCaskill, Redland, Belton, Tokio, Cooleyville, Highland, Norville, Helbig, and Daisy, Ark., wheat 24c and corn, 20c; from Cairo, Gale and Thebes, Ill., wheat 22c and corn 18c; from Memphis, Tenn., wheat 19c and corn 15c.

**Burlington** will make effective Dec. 15 rates on rye from Maiden Rock, Stockholm and Pepin, Wis., to Chicago, Ill., 15c; from Trevino, Nelson, Alma, Cochrane, Fountain City, East Winona, Trempealeau, Lytle, Onalaska, and Grand Crossing, Wis., to Chicago, 12½c; effective Dec. 20, a rate of 15c on flaxseed and flaxseed screenings from St. Paul, Minneapolis and Minnesota Transfer, Minn., to Fredonia, Kan.

**Chicago, Rock Island & Pacific** will make rates effective Dec. 15 on wheat, 23c; corn, 21c; flaxseed, 30½c; and broom corn, 45½c, between Kansas City, St. Joseph, Sugar Creek, Mo., Atchison, Leavenworth, Armourdale, Kan., and rate points, and Stafford, and Butler, Okla.; between same points and Omaha, South Omaha, Neb., and Council Bluffs, Ia., wheat, 26c; corn, 24c; flaxseed, 37½c; broom corn, 51½c.

**Chicago, Minneapolis, St. Paul & Omaha** will make effective Dec. 1 rates between Kansas City, St. Joseph, Sugar Creek, Mo., Atchison, Leavenworth, Kan., Council Bluffs, Ia., Omaha and South Omaha, Neb., to Minneapolis, Minn., and rate points, hemp seed, hungarian seed, broom corn seed 19.5; flaxseed and millet seed 16.5; wheat only, 12c; corn, rye, oats, barley and articles taking the same rates, 11c.

**Wabash** will make effective Dec. 1 a rate from Chicago to Milmine to Decatur, Ill., and inclusive stations, on grain products of 6c; to Knights, Boody, Blue Mound, Stonington, Willeys, Taylorville, Palmer, Morrisonville, Harvel and Raymond (except on malt) 8c; from Maysville to stations Oakwood, Mo., to Gilmore, Mo., inclusive, corn 9.8c; from New Salem and Bayliss, 9.1c; from Fall Creek 7.8c; and from Bluff Hall, Ill., 8.1c; from Herman to Cyrene, Mo., to Gilmore, Mo., and inclusive stations, 10.8c; from Naples and Valley City 9.8c; from Giggsville 9.5c.

**Chicago, Great Western** will make a rate of 13.5c effective Dec. 6, on corn, oats, rye and barley from Moorland, Sommers, Ronard, Lohrville, Wrightman, and Lanesboro, Ia., to Atchison, Kansas City, Leavenworth, Kan.; and St. Joseph, Mo.; a rate of 10c on barley (when originating beyond) from Minneapolis, Minn., to Peoria, Ill.; effective Dec. 10 from Aitkin, Minn., to Chicago, Ill., flaxseed, 8c; wheat, 10c; corn, 7.5c; from Arlington, Minn., flaxseed, 10.5c; wheat, 10c, and corn, 9c; to East St. Louis, Ill., and St. Louis, Mo., from Arthyde, Minn., flaxseed, 10c; wheat, 14c, and corn, 10.5c.

**Missouri Pacific** will make rates effective Dec. 8 between St. Louis, Carondelet, East St. Louis, Ill., and Gretna, New Orleans, Port Chalmette, Westwego, La. (for export to all countries except Europe, Asia and Africa), corn, oats, rye, barley, 10½c; wheat, 11½c; for export to Europe, Asia and Africa, 10½c on wheat, corn, oats, rye and barley. Effective Dec. 9 grain and grain products between St. Louis, Carondelet and Kansas City, Mo., and other points in Kansas and Missouri, wheat 13c; corn, 12c; flaxseed and millet seed, 14c; hemp seed, 17c, and broom corn, 35c.



Minneapolis & St. Louis will make effective Dec. 1 rates to Chicago, Chicago Heights, Lockport, Peoria, Pekin and St. Bartonville, Ill., from Minneapolis, Minnesota Transfer and St. Paul, Minn., on flaxseed and millet seed, 8c (when originating at Aitkin, Minn.); 10½c when originating at Arlington, Minn., and 9½c when originating at Arthyde and Blackhoof, Minn.; wheat 10c when originating at Aitkin, Arlington, Arthyde and Blackhoof, Minn.; corn, oats, rye and barley; 7½c when originating at Aitken, Arthyde and Blackhoof, Minn.; 9c when originating at Arlington.

Illinois Central will make rates effective Dec. 1 of 34c on flaxseed imported from foreign countries via Algiers, La., Gulfport, Miss., New Orleans, La., and other gulf ports to Kansas City, Mo., and group; same to Omaha, Neb., and group; 41.5c to Sioux City, Ia., and group; same to Sioux Falls, S. D., and group; flaxseed imported via New Orleans, La., Mobile, Ala., and other gulf ports to Cincinnati, O., and group 13c; Indianapolis, Ind., and group 14c; Chicago, Ill., and group, Louisville, Ky., and rate points, 16c; St. Louis, Mo., and group 20c; Dubuque, Ia., and rate points 23c and St. Paul Minn., and group 29c.

A. T. & S. F. will make an elevation allowance of ¾ cent effective Dec. 27 as per the following item No. 7 from System Tariff 5755-U: On grain and seeds shipped via A. T. & S. F. Ry. system from Kansas City and St. Joseph, Mo., Leavenworth, Elwood and Atchison, Kan., to points named in tariff where A. T. & S. F. Ry. system haul is 100 miles or more and transferred through elevators at any of these points, the A. T. & S. F. Ry. system will pay elevators not exceeding ¾ cent per 100 lbs. for such service. In computing the distance, the entire mileage which the A. T. & S. F. Ry. "System" handles the shipment will be considered for example: Shipment of grain from Kansas City to Leavenworth, where it is given a transit privilege, and the A. T. & S. F. afterwards handles the shipment to the east or the south. The first haul from Kansas City to Leavenworth is less than 100 miles, but if such distance, plus the haul over the A. T. & S. F. rails from Leavenworth, exceeds the 100 miles minimum, elevator allowance would be made at the grain shipping point in the case cited "Kansas City," but no allowance would be made for the handling at the transit station in the example cited "Leavenworth." The term "Kansas City, Mo.," will include elevators located at Argentine, Turner, Armourdale, Rosedale, Kansas City, Kan., Coburg, Mo., all of which are located in the Kansas City, Mo., terminal district. No allowance for elevation will be made under this tariff on any grain or seeds which reach the above Missouri River terminals over railroads whose tariffs provide an elevation allowance on shipments to said Missouri River terminals. The term "elevation" means unloading grain or seeds from cars into an elevator and loading same out again into cars, and such other service as the elevator performs for the above sum.

The status of Russian grain exports thru Turkish waters during the Italian-Turkish dispute has not been definitely decided. Committees from the chief southern ports of Russia have made an appeal to the ministry of commerce and industry at St. Petersburg as export circles have been seriously affected by the attitude of the banks since the Turkish contraband proclamation. The State bank has stated in the meantime that it will resume discounting Bs/L on grain cargoes as soon as Turkey recognizes that wheat is not a contraband of war. The Turkish government has advised that free passage will be allowed all neutral grain ships bound to neutral ports, unless consigned to Italian war harbors, military authorities or contractors.

## OHIO AND INDIANA DEALERS at Lima.

The meeting of millers and grain elevator operators of N.-W. Ohio, N.-E. Indiana held in Lima, Nov. 17. The meeting was called to order at 11:45 a. m. by Jerome Elliott.

Sec'y T. P. Riddle said, The Kuy-Sheerer Co. of New York City have expressed one of their moisture testers to us free of charge for demonstration here.

Circulars were distributed giving directions for using this moisture tester.

In the absence of Big Chief Culver from the morning session, P. M. Gale of Gale Bros. Co. explained the different features of the moisture tester and in his opinion that it would be of great help to a country elevator operator.

Adjourned for noon-day banquet tendered by the following: E. E. McConnell, Lima, Chairman, repts Eastern Grain Co.; H. G. Pollock, Middlepoint; J. E. Wells & Co., Sidney; O. C. Robinson, Lima, Rept. E. W. Wagner & Co.; Palmer & Miller, Celina; Sec'y T. P. Riddle, Lima; Douglass Grain & Hay Co., Lima; Hiram A. Holdridge, Lima; Joseph Ringlein, Leipsic; Robinson & Co., Lima; Lima Grain & Seed Co., Lima, and Jerome Elliott, Lima, repts. Burns Grain Co.

Byron W. King, Public Lecturer of Pittsburg, entertained the dealers during the banquet with good stories.

### AFTERNOON SESSION.

Chairman Elliott called the meeting to order and Sec'y Riddle read a telegram from Fred Mayer of J. F. Zahm & Co., regretting his inability to be present on account of his seventieth anniversary.

### WHY GRAIN SHOULD BE BOUGHT ON GRADE.

C. S. Behymer, Rockford, O.: We must buy on grade because we are forced to sell on grade. The dealer who does not buy on grade isn't giving the farmer who raises good corn a square deal, because the farmer whose corn is ¾ to ⅝ moisture gets the same price as the farmer who brings in a load of No. 3 corn. This naturally discourages the farmer who raises good corn. I think the sooner dealers buy on grade the sooner the farmer will raise a better quality of corn.

S. A. Renollett, Cecil: Elevator operators have educated the farmers to leave their corn on the field and wait for rain. He knows he will receive just as much money per bushel as the farmer who brings in good corn. I think dealers should by all means grade their corn. We are paying 63c to 73c per hundred for corn and trying to educate the farmer to bring in his corn when it is dry.

All the dealers present were in favor of buying on grade.

### ARBITRATION VS. FIGHT.

H. W. Robinson, Green Springs: I feel that arbitration is the most important factor in any business. It has done more direct good than anything else I know of. I have always contended that an arbitration committee composed of men in the business and who are familiar with the trade can give both parties a more satisfactory adjustment than the courts.

E. H. Culver, Chief Grain Inspector, Toledo, stated that the dealers in Illinois were well pleased with the moisture tester and urged the dealers in Ohio to buy one for their own use. He also warned the dealers against buying cob rot and mahogany corn.

T. A. Morrisson, Kokomo: I would suggest that dealers who desire moisture

testers in their town buy one and install it in the drug store, paying him for testing the corn.

It was finally decided that dealers in certain localities who desired moisture testers, install at some point where they can go to and fro at any time conveniently.

E. G. Odenweller, Ottoville, read the following resolution, which was adopted:

Whereas, The Interstate Commerce Commission has now under consideration under formal complaints the matter of differentials on both eastbound and westbound traffic via the North Atlantic ports, and

Whereas, The principle of differentials has been fully established in the past, and the business of a large section of this country, and especially of the State of Ohio, has been developed by a recognition of the principle whereby the ports of export and entry nearest and most natural to these sections could be availed of upon a proper basis, therefore, be it.

Resolved, That the Hay & Grain Producers & Shippers Ass'n, composed of grain dealers and millers of Northwestern Ohio, Northeastern Indiana and Southeastern Michigan, in convention at Lima, O., most earnestly and respectfully petition the Interstate Commerce Commission that the principle of differentials be maintained, and that there will at least be no reduction in the differentials existing prior to the present controversy; but that instead they be based upon a more equitable recognition of distance and cost of service.

J. E. Wells, Sidney, read the following paper:

### JOINT CAR INSPECTION IN Terminal Markets.

Those of you who were at the state convention remember that there was a resolution introduced and carried unanimously for the joint inspection of cars of grain.

This joint inspection of car condition is a system which has already been put in effect in Baltimore and partially so in Pittsburg. An inspector of the exchange accompanied by an inspector representing the delivering R. R. Co. inspect every car upon arrival. These inspectors jointly go around each car pounding on the sides and ends to detect leaks if there be any; the condition of car is noted on the certificate and if leak is recorded claim for shortage is honored by the railroad by presenting inspectors certificate.

This plan insures the shippers of a prompt and fair settlement for all claims for leakage. You see it will help us fix the responsibility for all shortages caused by leakage. We should endorse and push this plan for adoption by all the markets.

There is nothing in this resolution but what is fair to all parties concerned. It would be better for the R. R. Co. to know that the car actually arrived in a leaky condition rather than pay clerk hire and do a whole lot of investigation to find out whether there was a leak or not before allowing the claim. The R. R. Co. as a rule is not so indifferent to paying claims if it knows they are just.

If we will all push for the adoption of the resolution and the terminal markets will help us I think there will be no trouble to have a joint car inspector, but each fellow must do his part, for it will not be done if we don't all work for its adoption.

H. G. Pollock, Middlepoint, read a paper on The Scoop Shovel and How to Handle Him, which follows:

### THE "STAY AT HOME."

I have noticed that most of the members of this Association are all pretty good sized fellows, while I am only a little fellow, and if I had to talk about any of you I thought that it would be safer for me to talk about the fellow that wasn't here, the man who is too busy to come to our meetings. I know what it means to stay away. We



have often heard it said by attending members that they had to make this or that repair, or had a car of grain to get out and it was a great sacrifice in time for them to be present at these meetings, but I tell you that the biggest sacrifice I have been called upon to make in some time was when I was compelled by circumstances beyond my control to miss being present at a grain dealers meeting.

Any man or company of men identified with this business who voluntarily absents himself from a meeting of this kind is actually sacrificing and depriving himself of a year of pleasant recollections and good fellowship, to say nothing of the material benefits derived from the experiences learned of at one of these meetings. If you will notice closely you will find that the fellow who stays away is often the one who does not pay his rent, or his assessments, or his overdrafts, or his other obligations either.

You are to be congratulated on being here today, and you will learn facts alone which you will consider an asset to yourself beside the liberal advertising for yourself and firm. Your very presence here serves notice on the business world, that you are "on the square," and that you are willing to meet the other fellow "on the level" of fair business rules. It is up to the fellow who is not here to explain his absence. We all want to trade with the man who is not only not afraid, but is glad to meet you face to face and talk their troubles over, and adjust them by a compromise. Do you know that these Association meetings are a pretty good looking glass, that we have an excellent opportunity to see ourselves as others see us, and that is worth going miles. Of course it will jar us sometimes to come face to face with a man who has a grievance against us or we against him, but these are just the kind of bumps that we need, and beside we get a good shock absorber thrown in, in the shape of the other fellow's view point, which is essentially necessary if we expect a successful career.

When one acts as judge, jury and advocate in his own case, you can bet all the money you can borrow that you will get a verdict every time you are right and the other fellow is wrong, which neither makes us right nor the other fellow wrong, but only makes us wear a wry face, and often keeps us from getting together for more business, and the other man often is as good or better than ourselves.

It always takes two parties to make a contract, and the other fellow's view is often better than ours, but in our shortsightedness we ignore the first principles of a successful business. You must not think there is only one side to a story, and that the other fellow does not have his troubles as well as yourself. A little story told at this time will illustrate the point clearly.

A certain traveling man, who was riding on a sleeper one night, before retiring called the porter and told him that he wanted to get off at a small station where the train was scheduled to stop at 1:30 a. m. He told the porter that it was absolutely necessary that he get off at that station, but that he was very hard to waken and still harder to get out of bed, and that he might even fight, but that he must get off the train at the time and place named, and to be sure to put him off at the small station. He gave the porter an extra quarter and retired for the night.

The next morning the traveling man awoke about 150 miles the other side of the place where he wanted to get off. When he realized the situation he was madder than a ring-tailed snorting bull, and ringing the bell violently for the porter he lit into him like a thousand of bricks, just like you will accuse your neighbor here, of paying John Jones, or Dick George, paying more than the market. To his repeated demands as to why he had not gotten him off the train as instructed the porter, after sizing up the traveling man, threw up his hands in amazement and exclaimed, "Lawd, Boss, is you de man?" Well, you ought to seen de other fellow." My friend, when you are fretting and storming about your trouble remember that the other fellow is entitled to some consideration, and may have even a greater grievance against you.

We need to come again and again, to the glass of public opinion. One look will not do. We are as the Apostle James says, "like a man beholding his face in a glass," for he beholdeth his face and straightway forgetteth what manner of man he was, therefore lest we forget, make it a point to meet your competitor and get together every day and your business association at either end of the line, as often as opportunity affords. The reason that we fail many times to get together with the other fellow is because we do not go at him frankly and give him a chance to state his

side of the case, as we ought to do at this kind of a meeting.

If you want to get at the bottom of things and find out what is underneath or untold, give the other fellow a chance to state his case. Come to the convention and deal frankly with him, and you will accomplish more in a few minutes in a frank, kindly talk than in months by staying at home and getting some one else to try to bulldoze him for a year.

If a dealer does not attend the Association meeting because he is not a member, then he has no business to be a dealer, for no dealer can afford not to be a member. No one can live his life straight or succeed in his life's work in a true sense, if he fails to identify himself with his fellow competitors. No, my friends, that has been tried out some years, I might say, centuries ago, and found wanting. It has been said years ago, "It is not good for man to be alone." Each one of us needs the other fellow's support. The man that is so stingy with his thots or his methods that he cannot afford to exchange his ideas with anyone else, is usually mean and stingy in every other thing. He is mean to himself, and sooner or later it will leave him a poor, little shriveled up, sour soul, and out of business.

My dear friends and competitors, I am glad and happy to meet you here today. There is not a man I meet today but what recognizes and salutes as if we were well acquainted. So in the name of the Association I thank you for not being "stay at homes." I beg to keep in mind that by your active presence and support of the Ass'n you are supporting yourself. Speak your mind freely in this meeting and to those whom you meet. Don't save something up to growl about the rest of this week or month. We must consider this convention, assembled today, as a clearing house for our troubles, where we can adjust differences existing between members with our money in our own pocket, instead of staying at home, possibly throwing our money out to the farmer with a scoop shovel, trying to down our competitor.

I make it a business rule never to pay more for an article than I can sell it for, and whenever my business comes to a point where it is hazardous or uncertain, I can easily have a broken shaft, or an engine broke, or plainly tell Mr. Customer that I cannot make any money at what other people are paying.

He, in turn, looking me squarely in the face, always says, "Well, I wouldn't handle it if I couldn't make some money on it," and comes back with another load of grain the next day at a price that is profitable.

We had a man by the name of Roberts come into our town and buy several cars of corn. My competitor and I immediately got busy and invited him into our office and told him we would load the corn he wanted and sell it to him at cost. We explained to him the amount of money we had invested in machinery, etc., and he accepted our proposition and no longer bothered us.

Adjourned sine die.

## CONVENTION NOTES.

Cleveland sent H. M. Strauss, F. W. Blazy and C. W. Kellogg.

Indiana was represented by C. G. Egly of Berne, T. A. Morrison, Kokomo, and H. J. Bremerkamp, Decatur.

From Baltimore were E. H. Beer, repta. Chas. England & Co., and Oscar M. Gibson, repta. John T. Fahey & Co.

Pittsburg was represented by W. F. Heck of W. F. Heck & Co., Samuel Walton, Joseph Walton and R. E. Austen.

Buffalo sent H. T. Burns of Burns Grain Co., H. F. Keitsch, repta. Pratt & Co., and E. E. McConnell, repta. Eastern Grain Co.

Cincinnati representatives were F. E. Fleming, P. M. Gale of Gale Bros. Co., H. E. Richter of Richter Grain Co., and Jno. E. Collins Jr.

Cental tables were given to all dealers present who buy corn by the hundred-weight, with the compliments of the Grain Dealers Journal.

E. E. McConnell, chairman of the en-

tertainment committee, pinned a red carnation on his slippers, receivers received a white carnation and the hosts a rosebud.

Ohio dealers in attendance were: L. C. Allinger, Delphos; R. A. Alt, Columbus Grove; F. D. Brandt, Van Wert; D. S. Burkholder, Bluffton; H. O. Barnt, Delphos; A. G. Boogher, Santa Fe; C. S. Behymer, Rockford; G. O. Cruickshank, Leipsic.

R. C. Deffenbaugh, Columbus Grove; W. T. Doibey, Delphos; P. W. Davis, Gilboa; E. M. Dull, Celina; John Duncan, St. Paris; C. J. Faust, Spencerville; G. R. Felger, Cavett; C. W. Franklin, Leipsic; A. L. Garman, Delphos; Geo. Gohman, West Cairo; L. R. Good, Bloomdale; L. A. Gebhart, Moffitt; W. H. Hill, Oakwood; W. B. Jackson, Sidney; C. E. Johns.

L. W. Kattman, New Knoxville; A. Krohn, Custer; Harry W. Kress, Piqua; S. W. Kemp, Spencerville; C. C. Lanau, Landeck Sta., Delphos P. O.; D. W. Long, Convo; E. Levy, Napoleon; Jos. Miller, Continental; John Myers, St. Paris; Grant McMorran, St. Paris; C. W. Mahan, Van Wert; E. C. Marshall, Dixon.

E. C. Odenweller, Ottoville; H. D. Pendrey, Bellefontaine; W. G. Poast, Columbus Grove; H. G. Pollock, Middlepoint; C. S. Petry, Troy; L. A. Pugh, Hicksville; T. J. Rinehart, Uniopolis; H. W. Robinson, Green Springs; O. T. Roszell, Troy; Jos. Ringlein, Leipsic; S. A. Renollett, Renollett Sta.; Cecil P. O.; D. R. Risser, Vaughns-ville.

W. C. Scott and V. T. Scott, Middlepoint; J. W. Simmons, Pemberton; P. P. Steiner, Pandora; A. Stenger, Wapakoneta; J. E. Wells, Sidney; G. F. Weatherill, Spencerville; C. S. Young, Bowling Green.

After the meeting all dealers were presented with tickets to the Grand Opera House by the local com'te.

## E. P. PECK CHOSEN PRESIDENT at Omaha.

Edward P. Peck was chosen president of the Omaha Grain Exchange at the meeting of the newly elected board of directors. His long experience in the grain business in a large way qualifies him to administer the affairs of the institution in a creditable manner. He is vice-president and manager of the Omaha Elevator Co., one of the Peavey subsidiary companies. A portrait of Mr. Peck is given herewith.



E. P. Peck, Omaha, Neb.  
Pres. Omaha Grain Exchange.



## IOWA GRAIN DEALERS Meet in Des Moines.

A local meeting of the Western Grain Dealers Ass'n. was called to order by Sec'y Geo. A. Wells, promptly at 2 p. m. in the banquet hall of the Savoy Hotel, Des Moines, Ia. The grain dealers remained in their places at the luncheon tables.

Sec'y Wells announced that the meeting was not an official one. The purpose of the meeting was to develop better plans of conducting the grain business. He said: "I believe the grain trade should be more efficient between the producer and the consumer, and the sooner the grain man formulates better plans and practices the sooner the grain business will be run on a satisfactory profit sharing basis. I am displeased with the narrow views shown by some of our grain men, and would like to know if the views of any one present are for shutting out dealers who are not as experienced or capable as you are?"

No one present expressed any such opinion.

### BUYING ON MOISTURE TEST.

Mr. Wells opened the discussion of Buying and Selling on Basis of Moisture Test by saying it was thought practical to draft a positive schedule as a basis of discounts for grain grades at the terminal markets. The grain dealer is compelled to sell on grade, and should be compelled to buy by grade. He is the one responsible for the widening discounts. He is in a hole. He has to stand the loss. Thus after a meeting of the secretaries of different state associations the basis of discounts and premiums was adopted from results from experiments and recommendations of Dr. Duvel of the U. S. Dept. of Agriculture. This schedule of Discounts and Premiums as revised is published with different letters on the subject elsewhere in this number.

M. McFarlin spoke of the inadequacy of 1¼ cent discount on grain containing more than 19¼% moisture, between the prices of 45-55 cents per bushel. "When grain contains more than 19¼% moisture it is accepted as 'no grade,' and present markets demand many times the schedule discount of 1¼ cents." Mr. McFarlin also explained the advantages of buying grain by grade, and the use of a moisture tester. The sentiment of the dealers present was for the quick installation of a tester and buying grain on its merits.

"Knut" Murphy then sprung some "good ones."

The discussion of discontinuance of the "or better" terms resulted in the adoption of the resolution adopted at the Cedar Rapids meeting, which is published elsewhere in this number.

All terminal markets and industries are compelling the grain dealer to sell on grade. He should buy on grade, and the farmer should be compelled to stand the loss. This would necessitate growers giving more attention to the raising of good corn, and in the care of it. When we have adopted the moisture test we will have made a marked advance.

John W. Radford: It is up to the grain man to trade with firms who demand a specific grade, and not to trade with those who demand "or better" terms. It is the grain man's choice when he makes his contract. If you sell No. 3 corn, sell No. 3 corn with a maximum moisture test of 19¼% moisture.

The discussion of including No. 4 corn

and oats in the call bid ended without recommendation.

Railroad claims drew the attention of all present, and from expressions presented by shippers, the C. M. & St. P. Ry. figured that a Claim Department was an old-fashioned idea and had dropped it.

Mr. Wells announced that the C. M. & St. P. Ry. had taken the arbitrary stand of allowing only 50 cents on the dollar for all shortage claims presented. All other railroad companies allow par value.

Mr. Radford: I believe every grain dealer should refuse any settlement where other than full value is tendered.

Mr. Wells announced that through the instigation of H. A. Foss of the Chicago Board of Trade weighing department, a movement was being set forth by the railroads to furnish burlap for cooping cars, and that some railroad companies were already doing so. Some companies are sending men out to explain the proper usage of burlap in the cooping of cars. He then read the Western Trunk Lines Circular No. 719, Rule 2790, in effect Nov. 1, 1911, to the effect that all railroads should furnish grain doors, and in case supply should give out that the railroad company's local agent is authorized to purchase suitable lumber for cooping to last until the grain door supply is replenished.

Those dealers present requested the secretary to write all railroad companies to furnish all their local agents with above circular, as in many cases local agents had paid no attention to rule on the ground that they had never seen any such tariff.

The proposed legislation fixing the minimum distance between structures located on railroad right of way and middle of track was brought up before the meeting.

Mr. Radford advised care in the selection of Congressmen so that above bill would not go through, as it would mean the expenditure of a large amount of money by many grain dealers whose elevators would have to be moved back. If the bill becomes a law elevator owners operating houses on railroad property should compel the railroad to stand all expense.

National legislation relating to uniform bills of lading, on account of recent loss occurring through forgery was discussed, but no action taken.

Sec'y Wells then offered a proposition from the directors of the Grain Dealers National Ass'n for the affiliation of the Western Grain Dealers Ass'n. He asked all those desiring to affiliate to pay \$1 per year.

The right of the railroad company to increase rentals was discussed.

Sec'y Wells was assured as to the right, but advised a bill put before the legislature for a law preventing it. He said that a bill was so produced last year, and the only cause for failure to pass it was because bill was brought up too late, and met the fate of "sifting" legislation.

Adjourned sine die.

## NOTES.

"Knut" Murphy passed out match safes.

Kansas City sent Wm. Murphy and E. R. Stripp.

The tradition of not being able to talk on a full stomach was reversed.

W. W. Sylvester, Ft. Dodge, representing B. S. Wilson & Co., distributed watch fobs.

The grain dealers present expressed

much feeling regarding claims by the C. M. & St. P. Ry.

Chicago representatives were E. E. Rice, Sawers Grain Co.; H. B. Beatty, of Requa Bros.; Clark Brown, of Rumsey & Co.; and John W. Radford.

Iowa dealers present were Roy Johnson, Alleman; W. T. Thorp, Baxter; F. E. Norstrum, Burnside; D. Inglis, Cambridge; A. Brackney, Clemons; F. P. Hall, Clinton; A. W. Randall, Conrad; F. D. Linder and C. H. Harchbarger, Cooper; R. S. Witter, Dawson; J. A. Thornton, De Soto; B. C. Hemphill, Dexter; H. R. Sheldahl, Huxley; F. D. Milligan, Jefferson; F. L. Phipps, Kellogg; S. F. Carlson, Lehigh; J. S. Johnson, McCallsburg; E. G. Miller, Melbourne; I. L. Patton, C. H. Jasper and D. S. Fleck, Newton; J. A. King, Nevada; N. C. Sinnott, Paton; Wm. Radebaugh, Rippey; Lee Davis, Scranton; E. L. Erickson, Story City; Thos. Woof, Stuart; H. I. Shoeman and Jesse Copeland, Waukee, and A. G. Mabie, Whitten.

## GRAIN SHIPPERS MEET AT Cedar Rapids, Ia.

About fifty grain shippers met at Montrose Hotel, Cedar Rapids, Ia., Nov. 9th, 1911, for the purpose of discussing the problem of buying and selling heavy moisture content corn on its merits, and to avoid the heavy losses that shippers have always suffered in undertaking to buy and sell corn containing an excessive moisture content.

The meeting was held under the auspices of the Western Grain Dealers Ass'n and the discussion was in charge of Sec'y Wells, who began by making inquiries of the shippers present as to the condition of corn that had already been marketed at the different stations. The following is a partial report as given by the shippers regarding the moisture content of new corn at their stations: Downey: 23%. Lost Nation: Average above 20%. Keystone: 23%. LaPorte: Heavy moisture content. Van Horn: Above 22%. North English: Heavy moisture content. Calamus: Above 22%. Nichols: 21 to 26%. West Liberty: Above 22%. Williamsburg: Above 22%. Iowa City: 19 to 20%. Wellsburg: No. 3 grade.

Mr. O'Meara, Manager of the Douglas Starch Works at Cedar Rapids reported the moisture content of new corn thus far received by them as showing a daily average of more than 22 per cent.

Rothschild Grain Co. of Davenport stated that new corn mostly from Scott County, received at their terminal elevator at Davenport has tested from 20 to 25%.

Shippers reported paying 50 cents for new corn at practically all of the stations represented. This price being paid without particular regard as to the percentage of moisture content.

Mr. Wells stated in his remarks that he would advise the use of the moisture tester in buying and shipping corn at country stations, and read a portion of the address by Dr. Duvel of the Grain Standardization Bureau, U. S. Department of Agriculture (this address has been published heretofore in the grain dealers journals).

SECY WELLS presented a schedule of premiums and discounts for corn, which, as amended by the Federation, are presented on page 774, first column, of this number.

The custom of making contracts to buy and sell "No. 3 or better" corn with the



intention of making shipment of No. 4 and sample grade corn to apply on such contracts at market difference was thoroughly discussed and it was the unanimous opinion of the shippers that such a practice is unfair to the country shipper and results in a positive loss because of the sudden congestion at terminal markets of No. 4 and sample grade, which often occurs, that precipitates a wider spread in market value as between the No. 4 and No. 3 corn than existed at the time the shipper made his original contract.

It was also the unanimous opinion of the shippers that the use of the "or better" terms in buying and selling grain should be discontinued and that the buyers should be encouraged to make flat bids for the different merchantable grades of grain subject to both premiums and discounts on shipments accepted to apply on sale contracts.

It was also the unanimous opinion of the shippers that the Chicago Board of Trade call bids should include No. 4 corn.

These propositions were included in a resolution that was unanimously adopted, the following of which is a copy:

## RESOLUTION.

Whereas: It is the prevailing custom among the grain trade to buy and sell grain on "or better" terms, such as No. 3 yellow corn "or better," No. 3 white oats "or better," and to apply corn and oats of grades lower than No. 3 particularly No. 4 corn on sales of No. 3 "or better" at a discount, and

Whereas: It is incumbent upon the country grain shippers to buy grain from the farmers on its merits and to pay the farmers full value for high grade grain, and that the business of buying grain at country stations should be conducted in the most efficient manner possible in order that the farmers may be encouraged and properly compensated for producing the best quality and grades of grain, and

Whereas: The custom of making contracts to buy and sell large quantities of No. 3 "or better" corn and of making shipment and acceptance of No. 4 and Sample Grade corn to apply on such contracts at market difference often results in sudden congestion at terminal markets of such No. 4 and Sample Grade corn, which precipitates a wider spread in market value as between the No. 4 and No. 3 corn than existed at the time the original contracts were made by the country shippers, which inevitably results in loss to him because of the greater discounts than he anticipated. Therefore, be it

Resolved: That it is the sentiment of the grain shippers here assembled at Cedar Rapids, this 9th day of November, 1911, that we do hereby affirm the resolution adopted by the Grain Dealers National Ass'n at its Annual Meeting held at Omaha, Oct. 9-11, 1911, and be it further

Resolved: That we are opposed to the "or better" terms of buying and selling grain and that we respectfully urge the terminal market grain exchanges and buyers to co-operate along the line of establishing the most efficient methods in the grain trade by discontinuing the use of the "or better" terms and to adopt the practice of making flat bids for each of the merchantable grades of grain, subject to both discounts and premiums as indicated by market values at time of arrival of shipments to apply on such sales and that the Chicago Board of Trade Call Bids, shall also include each of the merchantable grades of grain. And be it further

Resolved: That the Western Grain Dealers Ass'n be requested to encourage and urge the country grain shippers to discontinue so far as possible shipping of the low grades of grain to apply on sales of higher grade at a discount and especially to discourage the practice so prevalent among country shippers of buying and selling No. 3 corn and shipping No. 4 and Sample Grade to apply on such sales and to encourage the idea of shipping so far as possible the identical grade of grain sold and

Resolved: That the Secretary of the Western Grain Dealers Ass'n be requested to submit this resolution to the Board of Directors of the Association and if approved by them, to forward copy of same to the Secretaries of the Grain Dealers Ass'n, the Council of American Grain Exchanges and of the different Boards of Trade and to individual grain shippers and buyers generally; also that a copy of this resolution

be mailed to each of the Grain Trade Publications to be published therein, in order that the resolution may have the widest possible publicity.

There was a general discussion of railroad claims during which inquiry from the different shippers developed the fact that there were no refused claims held by the shippers against any of the railroad companies represented except some claims for delay in transit against the C. M. & St. P. Ry. Co. that were still pending on account of the arbitrary position taken by the company of holding to the flat proposition of making settlement of such claims on the basis of 75% for damage on account of deterioration in quality and 50% for damage on account of decline in market value because of delay in transit.

Mr. Laird, Superintendent of the large cereal manufacturing plant of the Quaker Oats Co. located at Cedar Rapids offered to make demonstrations of the moisture test at the factory and to conduct the visiting shippers through the works in order to show them the practical working of the moisture test and the cleaning processes used in the manufacture of cereal products, which was gladly accepted and thoroughly appreciated by the shippers. It would be an educational eye-opener to farmers if they could have a similar opportunity to see the large quantity of water that may be extracted from a small sample of corn, and also the large amount of weed seeds, dirt and light worthless kernels of grain that are contained in what is considered to be good merchantable quality of grain.

It is the intention of Secretary Wells to continue to hold such local meetings at different points as provided by resolutions at the last annual meeting of the Western Grain Dealers Ass'n which meetings are to be held open to all shippers whether members of the Ass'n or not and the public in general, and to be conducted along educational lines to accomplish the most economy in methods in the commercial distribution of grain crops.

## WORTH HIS WEIGHT IN GRAIN.

An Iowa grain dealer, who is near sighted, has learned a lesson in "kids." It so happened that a certain farmer always drove on the scale, and invariably had a child on the seat beside him.

The grain man noticed the boy, but did not pay much attention to his appearance, only noticing that there was a child on the wagon when the farmer weighed back. But it was a different boy—about 50 pounds difference, which the grain dealer found out after happening to notice a clean waist on the first boy and a sweater on the second boy.

## Imports and Exports of Rice.

Imports of rice, rice flour, rice meal and broken rice during the nine months prior to Oct. 1 aggregated 157,510,507 lbs., compared with 177,051,350 lbs. imported in the corresponding nine months of 1910. Exports included 30,127,805 lbs. of rice to Oct. 1, against 6,857,439 lbs. exported in the corresponding nine months of the preceding year. Of foreign rice, rice meal and broken rice we re-exported 1,801,101 lbs. during the 9 months ending Oct. 1, 1911; compared with 5,552,812 lbs. re-exported during the corresponding months of 1910, as reported by O. P. Austin, chief of the Bureau of Statistics.

## CORN MOLDS AND EAR ROTS

The unusual amount of molded and rotted ears of corn in the crop of 1911 has led to a special inquiry by Professor A. D. Selby, of the Ohio Agri. Exp. Station. It seems from the data collected by the Department of Botany of the Experiment Station that corn growers, including those who specialize in seed corn, should be warned as to the real significance of the prevailing rots of ear corn. Upon first thought these may be explained by the combination of a rather late crop of corn and much rainy weather during the harvesting period. While these conditions have contributed largely, no doubt, they are but contributory conditions.

The real cause is to be found in certain kinds of parasitic fungi which attack somewhat immature corn under the favorable weather conditions named. Further, certain of these fungus parasites survive in the soil upon diseased fragments, such as fodder, cobs or decayed kernels of corn and thus endanger the succeeding crops as well.

Five diseases of ear corn are known, namely: Corn mold or dry rot, the *Fusarium* ear-rots, part of which causes pinkish color of diseased parts; and a new ear-rot or cob-rot of corn in Ohio.

Corn mold or dry-rot, *Diplodia*, causes the husk to stick fast to the molded ear and shows by the molded kernels and cob, together with small, dark fruiting bodies of the fungus upon the diseased kernels. It has been known a long while and is clearly able to live over on old corn stalks and possibly in the soil as a dangerous parasite. It impairs or destroys the feeding value of the grain attacked.

The second named ear-rot has been found in Illinois to be caused by three different species of *Fusarium*, only one of which has the pink color, the two others a white mycelium. These fungi are chiefly found between the kernels, extending their attack to the cob and are usually present in small patches. In Illinois, the three species of *Fusarium* are estimated to cause about 9% as much ear-rot as the dry-rot fungus alone.

A new fungus parasite has been discovered in Ohio during the season of 1911, which is referred to the genus *Coniosporium*. At Wooster and in Paulding county, from which it was first obtained last spring, the *Coniosporium* appears to be responsible for a larger amount of injury in 1911 than all the others combined. The most conspicuous symptom of this ear-rot or cob-rot is possibly the collapse of a large number of diseased cobs. The infection may occur either at the base or at the tip of the ear; at the base the whole ear is involved, in the tip infection it may involve only the tip portion, causing dwarfing and collapse. The fungus shows as an obscure, dark covering on that part of the outside of the cob which embraces the points of the kernels and the adjacent portion of the kernels. This disease, together with other ear rots of corn, is being investigated by E. G. Arzberger, Assistant Botanist, who will expect to publish his results as soon as sufficiently advanced.

The J. M. Rutt Seed Co., of Leshara, Neb., handling seed corn, is no longer in the seed business at that place.

Jacot & Mullen, Moorestown, N. J., incorporated to deal in seeds, capital stock \$100,000; incorporators, H. W. Dough-ten, E. A. Gill.



# Seeds

The Mooney Seed Co., Ltd., of Regina, Sask., has been incorporated.

W. H. Small & Co. of Evansville, Ind., have recently imported 200 bags of seed from Germany.

Dodge & Son have bot the seed and coal business of Stabler & Schrader at Brodhead, Wis.

J. Oliver Johnson, seed merchant, has removed his place of business to 1876 Milwaukee avenue, Chicago, Ill.

Leon Euziere, grain dealer of Manteno, Ill., recently shipped to Chicago a carload of timothy seed which sold at \$7,200.

The warehouse of the Ohio Valley Seed Co. at Evansville, Ind., burned recently with a loss of \$25,000, partially covered by insurance.

Mansfield, O.—Timothy crop was good, clover only fair; medium seed was poor; mammoth and alsike fairly good.—H. S. Nelson of Cline & Nelson.

Tulsa, Okla.—The Binding-Stevens Seed Co. is building a \$7,500 seed eltr., with a capacity of 25,000 bus. to be equipped with cleaners and all modern machinery.

The production of clover seed in 1911, compared with the average production in recent years, is 82.6, millet seed 82.1.—Victor H. Olmsted, chief of Bureau of Statistics, U. S. Dept. of Agri.

London, Eng.—The new English clovers now appearing in reds, whites and alsikes, also trefoil, find ready buyers. The good prices ruling are encouraging early threshing.—John Picard & Co.

New Washington, O.—Timothy and alsike crop was good and the most of it has been marketed. Clover crop was poor; mammoth clover was fairly good.—F. H. Spillette, of Gottfried & Spillette.

Tiffin, O.—Clover seed crop is very poor and the acreage is small. Demand for medium clover this year in our territory will be considerable. Timothy crop was good.—R. D. Sneath, Vice-Pres. and Treas. Sneath, Cunningham Co.

The average yield per acre in Wisconsin for 1911 of flaxseed is 10 bus.; clover seed  $2\frac{1}{4}$  bus. and timothy seed  $5\frac{1}{2}$  bus. Estimated quality of flax, 97; clover seed 91 and timothy seed, 92.—R. W. Rowlands, sec'y Wisconsin State Board of Agri.

The Hall Seed Co., Louisville, Ky., has been incorporated with a capital stock of \$50,000, by E. C. Foltz, W. P. Hall, W. P. Burton to succeed the Southern Seed Co. W. P. Hall, sales manager of the latter, is pres. of the new company.

Cincinnati received in October 1,813 bags of clover seed, 4,174 bags of timothy seed and 10,932 bags of other grass seeds and shipped 709 bags of clover seed, 2,579 bags of timothy seed and 9,255 bags of other grass seeds.—W. G. Calkins, sec'y Chamber of Commerce.

Archbold, O.—The seed crop is small this season, but we have large producers in this section. I have bought over 360 bus. of clover and alsike seed from one grower and 175 bus. from another this season, paying nearly \$5,500 to the two farmers for seed.—Henry Hirsch.

Bloomville, O.—The timothy seed crop was large and of good quality. Clover seed is very poor and a small acreage. Considerable clover is in the field that will never be marketed on account of wet weather. Very little timothy is back.—W. H. Fike of Miller, Fike & Dellinger.

New York reported "imports" seed the week ending Nov. 18 as 5,456 bags. We wired the reporters at New York asking how much of the week's imports of seed was red clover, and received a reply saying: "No possible separation obtainable, probably 80 per cent red." Of course the foregoing is merely a guess.—J. F. Zahm & Co.

European trade in red clover seed is very active. Many export orders and inquiries are waiting. Receipts are small and in some places the seed harvested was less than expected. The market for red clover seed is very firm, with an upward tendency.—I. L. Radwaner, New York, rep. R. Liefmann Sons Successors, Hamburg, Germanv.

Toledo received during the week ending Nov. 18, 930 bags of clover seed and shipped 200 bags, compared with 200 bags received and 86 bags shipped in the corresponding week last year. The total for the season show 16,499 bags received and 2,944 bags shipped; against 30,259 bags received and 4,000 bags shipped in the corresponding part of the season of 1910.

Kafir corn is going to cut more of a figure this year than ever before. The crop is so large that several shipping firms at Kansas City are making a specialty of it, and Kansas City is destined to become the distributing center for this grain. The competition for the carlot arrivals is keen and consignment will undoubtedly pay better, as a rule, than sales to arrive.—Murphy Grain Co.

The production of kafir corn in 1911, compared with a full crop, shows Missouri, 80; Nebraska, 80; Kansas, 76; Texas, 78; Oklahoma, 79; Arkansas, 79; Colorado, 70; New Mexico, 70; Arizona, 95, and California 92, making a total of 77.8. The average for five years is: Missouri, 80; Nebraska, 82; Kansas, 78; Texas, 76; Oklahoma, 77; New Mexico 74 and California 89, or a total of 78.4 as reported Nov. 14 by the U. S. Dept. of Agri.

The Wholesale Grass Dealers Ass'n. held a meeting, adjourned from the annual convention at Marblehead, Mass., last June, at Cincinnati, O., Oct. 19, for the election of officers and hearing of reports. The officers elected were Albert McCullough of the J. M. McCullough Sons Co., Cincinnati, pres.; Charles D. Boyles of the Albert Dickinson Co., Chicago, vice-pres., and S. G. Scarlett of Wm. G. Scarlett & Co., Baltimore, sec'y and treas.

A strict quarantine against alfalfa seed imports from Utah has been ordered by the State Board of California. None of the seed is to be sold until fumigated for the extermination of a weevil. Every sack will have to be opened, the seed spread out in a confined room and subjected to the fumes of bisulfid of carbon. Milo F. Rowell of Hobbs, Parson & Co., the largest seed house at Fresno, Cal., said that he had expected an order of this kind for some time on account of the rigid quarantine enforced in some of the other states.

Imports of seeds during the nine months prior to Oct. 1 included 12,489,-

208 lbs. of clover and 5,842,950 bus. of flaxseed, against 20,881,114 lbs. of clover and 6,748,232 bus. of flaxseed during the corresponding period of 1910. Exports during the nine months included 10,159,213 lbs. of clover, 3,021 bus. of flaxseed and 15,340,531 bus. of timothy seed, compared with 3,127,626 lbs. of clover, 4,177 bus. of flaxseed and 16,637,340 lbs. of timothy seed, during the corresponding period of 1910. Exports of foreign clover seed during the nine months prior to Oct. 1, 1911, were 88,040 lbs. and 21,919 bus. of flaxseed, compared with no exports of either seed during the corresponding months in 1910, according to O. P. Austin, chief of the Bureau of Statistics.

## Government Will Test Seeds.

A liberal offer by the U. S. Dept. of Agriculture to make five purity tests and ten germination tests per month free of charge for any one firm or individual, should prove attractive to seed handlers who need but few tests and to seed dealers who make their own tests, but desire to check up their own results with those of the official government laboratory.

On Nov. 1, 1911, seed-testing laboratories were opened in co-operation with the Louisiana Agricultural Experiment Station, Baton Rouge, La., and the California Agricultural Experiment Station, Berkeley, Cal. Similar laboratories in co-operation with the Oregon Agricultural College, Corvallis, Ore., the Missouri Agricultural Experiment Station, Columbia, Mo., and Purdue University, La Fayette, Ind., are in operation. These laboratories are established and maintained for the purpose of furnishing information as to the quality of agricultural seeds.

Samples may be submitted to the Seed Laboratory, Bureau of Plant Industry, U. S. Department of Agriculture, Washington, D. C., or to the nearest branch laboratory, where they will be identified, examined, or tested, according to the request accompanying them.

1. Identification of seeds of weeds and crop plants.

2. Examination for the presence of adulterants or dodder.

All samples sent for these purposes will be examined at once and a report sent by mail (or by telegraph at the expense of the receiver).

3. Test for mechanical purity. This involves the determination of the percentage by weight of: a. Pure seed (the kind being examined). b. Foreign seed (all seeds not of the kind being examined). c. Sticks, stones, dirt, and chaff, and the identification of the weed seeds present.

These tests require considerable time and can be made only by experts. The facilities of the Seed Laboratory will permit not more than five such tests to be made for any one firm or individual in any one calendar month. These tests will be made and reports sent as promptly as possible and in the order in which the samples are received.

4. Test for germination is made to determine the percentage of seed which will germinate under favorable conditions. The seed of cereals, clovers, and many vegetables can be easily tested without the use of special apparatus. Some seeds, however, including a number of the grasses, are more difficult to test, requiring exact conditions of temperature and moisture.

Samples will be tested for germination



in order in which they are received, and not more than ten tests for germination will be made for any one firm or individual in any one calendar month.

## From the Seed Trade.

Mayer & Gulde, Bancroft, Ia.: All grass seeds sown in the spring of 1910 and 1911 died out. The very small percentage of timothy reseeded this fall made a good catch. Practically no seed of any kind was grown here in 1910 and 1911. Timothy seed is very scarce and hardly any seed of any kind was carried over by dealers.

C. A. Smurthwaite, Ogden, Utah: The states of Utah, Idaho and Montana have a better crop of alfalfa seed than for some years in point of yields, but the early fall frosts made a lot of seed of poor color. Earlier estimates have to be revised because the results of the fall frosts have not been realized until within the past few days. The crop of choice qualities will probably not exceed last season's, which was small, while the poorer qualities will be in more abundant supply. Practically no stocks were carried over from last season's crop. The acreage left for seed was greater than usual and if it had not been for the early fall frosts the yield in the aggregate would have been very much larger than an average of the past ten years. Our judgment is that as things stand at the present time we have a full average crop, taking choice and poorer grades together.

Steele, Briggs Seed Co., Toronto, Can.: The red clover seed crop will be exceedingly short, owing to the very small acreage. We expected to have a limited quantity of nice colored seed, but on account of the wet weather the most of the seed is off color. We estimate that the crop will be about 10%, which means that we shall have to import very large quantities. Up to the end of June the prospects for alsike seed looked very favorable indeed, but in July we had some very unfavorable weather, which did a great deal of damage to the crop tho it was not known until the seed was threshed. This crop will be about 40% of an average, which is about 30% compared with last year. We expect to have more timothy seed than last year but will not have a sufficiency for our needs. The crop of Canadian blue grass seed is practically all marketed and stocks held are light. We shall have a small crop of alfalfa also. We do not think there will be practically any seed carried over from the last crop. It will all be needed for this spring's seeding.

## Yield of Flaxseed.

The average yield per acre of flaxseed for 1911 and 1910 was reported by the U. S. Dept. of Agri., Nov. 14, as follows: Wisconsin, 12 bus. in 1911 and 10 bus. in 1910; Minnesota, 7.5 and 7.5; Iowa, 8 and 12.2; Missouri, 3 and 8.4; North Dakota, 7.9 and 3.6; South Dakota, 5.5 and 5; Nebraska, 6.8 and 8; Kansas, 3 and 8.2; Oklahoma, 3 and 9, and Montana, 8 and 7, making the total average for the United States 7.2 in 1911 and 4.8 in 1910. Except in Iowa the yields for both years were below the 9-year averages which were 13.1; 10.2; 10.6; 7.3; 8.5; 9.4; 9.2; 7.4; 10.4 and 10.7 for the same states and an average of 9 bus. for the U. S.

The production of flaxseed in Wisconsin was 216,000 bus. in 1911 against 180,000 bus. in 1910; Minnesota, 3,645,000

against 3,540,000; Iowa, 130,000 against 195,000; Missouri, 60,000 against 168,000; North Dakota, 12,553,000 against 5,778,000; South Dakota, 3,668,000 against 3,300,000; Nebraska, 82,000 against 80,000; Kansas, 165,000 against 410,000; Oklahoma, 15,000 against 45,000, and Montana, 1,152,000 against 420,000, making a total for the United States of 21,693,000 bus. for 1911 against 14,116,000 bus. in 1910.

## AIR-BLAST SEPARATOR FOR Seed Testing.

Purity tests of chaffy samples of grass seeds such as red top and blue grass are very slow work even after careful sifting. A great amount of time is required and the strain on the eyes of the operator is very severe when working continuously on small seeds.

The apparatus shown in the engraving herewith is a mechanical method of effecting the separation that economizes time and makes a very close separation between chaff and pure seed. After a sample of chaffy seed has been blown—which operation does not take more than one or two minutes—the purity test can be completed in from one-quarter to one-half the time that would be required if it were not blown. The apparatus is also very useful in separating seeds which are practically the same size and shape, but have a slight difference in specific gravity. It was designed to make separations with weighed samples which can not be made with sieves.

The essential parts of the machine are two glass tubes. The blowing tube is tapered at the lower end with a slight flange at the bottom. The upper end is drawn out slightly and turned over, the end being formed into a bell-shaped opening. The receiving cylinder is open at both ends, ground on the bottom, with a circular hole in one side. In using this machine a piece of bolting cloth is put over the lower end of the tube and tied

above the flange at the bottom. A weighed sample of seed is put in the top of the tube, the bottom is set into a funnel-shaped opening in the table. The top of the tube is then set into a hole in the side of cylinder, which rests on a sheet of white paper. The blower is then set in motion and the air gradually turned into the blowing tube by means of a valve. The air gradually raises the seed in the blowing tube and the lightest part is carried over into the receiving cylinder and falls on the paper.

The sample can be blown until only the heavy seed is left in the blowing tube, or several separations can be made. It is usually better to divide the sample into three lots, the first containing most of the chaff and no seed, the last containing no chaff and most of the seed, and the second lot, which can be made very small, containing both chaff and light seed. In this way, the first and third lots have to be gone over for foreign seeds only, and the small second lot is all that needs actual separation by hand. Where the approximate purity of a sample within 1 or 2 per cent is required no hand work is needed, as the separation can be made sufficiently close with the machine. It is made by the Kny-Scheerer Co., New York City.

## EXPORTS OF BREADSTUFFS.

During the ten months prior to Nov. 1 we exported 3,189,331 bus. of barley; 53,514,967 bus. of corn; 1,616,724 bus. of oats; 982 bus. of rye and 26,322,155 bus. of wheat; compared with 4,494,815 bus. of barley; 30,329,829 bus. of corn; 1,761,775 bus. of oats; 17,247 bus. of rye and 16,782,189 bus. of wheat exported during the corresponding period in 1910.

The total value of breadstuffs exported in the ten months prior to Nov. 1 aggregated \$103,563,434 against \$74,562,760 in the corresponding months of the preceding year, as reported by O. P. Austin, chief of the Bureau of Statistics.

## SOWING WHEAT ON COTTON Land.

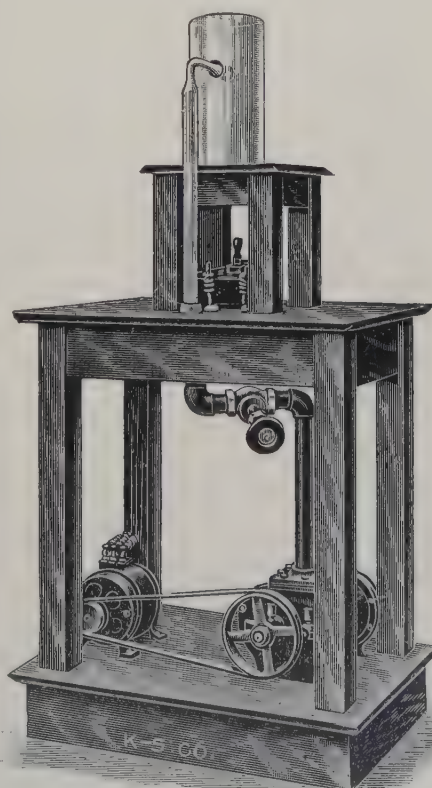
Many shipments of red soft seed wheat have been made recently by Dan Daniel of Little Rock to points near that city on the east where it will be planted on cotton land and take the place of cotton. This diversifying can now be hardly designated as an experiment. The black land, or buckshot land, in that section of Arkansas has grown wheat very successfully. In June last one grower harvested 42½ bus. to the acre, while another harvested 50 bus. to the acre.

This diversification by the planting of wheat on cotton land is being disseminated by the Little Rock Board of Trade among the cotton farmers generally thru central Arkansas.

## Imports and Exports of Beans.

Beans and dried peas amounting to 921,108 bus. were imported prior to Oct. 1, compared with 615,293 bus. of beans imported during the corresponding period of 1910.

We exported during the year prior to Oct. 1, 212,053 bus. of beans of domestic and 47,479 bus. of foreign origin, against 224,377 bus. of domestic and 18,715 bus. of foreign origin in the year prior to Oct. 1, 1910, according to O. P. Austin, chief of the Bureau of Statistics.



Vertical Air-Blast Separator.



# Grain Trade News

## CALIFORNIA.

Bieber, Cal.—The grain warehouse and mill burned early in the morning of Nov. 8; loss, \$20,000; insurance, \$10,000. The warehouse contained 3,000 sacks of wheat. The loss falls heavily on this community as no other such plant was in this vicinity.

San Francisco, Cal.—The grain business in the recently organized San Francisco Chamber of Commerce will be handled by an ass'n in the Chamber that will operate under the name of the Grain Trade Ass'n of the San Francisco Chamber of Commerce.

San Francisco, Cal.—Moses Hochheimer, founder of the firm bearing his name and a prominent member of the Grain Exchange and the Chamber of Commerce, died in a sanatorium, Nov. 12, after a long illness, aged 57. He was born in Pennsylvania, came to California when 16 years old and for many years had been identified with the growth and development of this state. His strict integrity and upright character made him warm friends. He is survived by his widow, a daughter, a brother and four sisters.

## CANADA.

Warner, Alta.—Tenney Bros. are planning to build a 100,000-bu. eltr.

Laura, Sask.—The Goose Lake Lbr. & Grain Co. is rebuilding its eltr. that collapsed recently because of the undermining of a concrete pier.

Montreal, Que.—Alexander Macdougall, pres. of the Montreal Grain Elevating Co. and connected with the grain business of this city for 50 years, died in a Montreal hospital, Oct. 27, aged 86.

Sackville, N. B.—The Fawcett Mfg. Co. has been organized with a capital of \$300,000 to take over the business of the Charles Fawcett Mfg. Co. and carry on its operations of grain eltrs. and mills.

Winnipeg, Man.—For the first time in the history of western Canada the Winnipeg Grain Exchange has opened trade on the basis of Nos. 4, 5 and 6 wheat, the new grades fixed by the Grain Standard Board. These trades will be cleared by the clearing house.

Nelson, B. C.—The Taylor Mfg. & Eltr. Co. will build a 30,000-bu. eltr. here next spring. It had planned to build last spring but held up the work pending the result of the election, as its officials feared that if reciprocity carried it would be desirable to transfer the company's local business to Spokane, Wash.

Winnipeg, Man.—Recently fines and suspensions have been imposed by the Winnipeg Grain Exchange for breach of its now famous \$50-law forbidding members to employ grain buyers at a less salary than \$50 per month and no commissions allowed. However an exception is in favor of the eltr. companies.

Fort William, Ont.—Inspector Gibbs reports shipments of wheat and oats by vessels from Fort William and Port Arthur during September and October aggregated 18,670,658 bus. of wheat and 2,459,784 of oats, compared with 19,732,543 bus. of wheat and 2,210,772 bus. of oats shipped in the corresponding months last year.

Toronto, Ont.—The Ontario Eltr. Co. will build a 200,000-bu. feed mill and eltr. on the bay; concrete construction, fire-proof thruout. It will have the only marine tower in Toronto. The structure will cover 32x125 ft. but the site purchased is 80x900 ft. so further proposed building can be done. C. B. Foster has the contract and will start work at once.

Winnipeg, Man.—The government has taken over nearly 200 eltrs. at various points in the province and is proceeding with the work of remodeling them to bring them up to the standard of the publicly-owned system.

Ottawa, Ont.—The new Dominion government has announced that it will soon take into consideration the demand of the West for government ownership of terminal eltrs. at the head of the lakes; estimated cost, \$8,000,000 to \$14,000,000.

Winnipeg, Man.—Wheat inspected at Winnipeg in the month of October aggregated 778 cars of No. 1 northern, 3,926 of No. 2 northern, 5,975 of No. 3 northern, 3,322 of No. 5, 955 cars of feed wheat, and 2,949 cars of no grade wheat; compared with 2,930 cars of No. 1 northern, 6,784 of No. 2 northern, 5,667 of No. 3 northern, 1,878 of No. 5, 146 cars of feed wheat and 176 of no grade inspected in October last year. Grain inspections for the last week of October were the largest on record by nearly 3,000 cars. They aggregated 10,142 cars including 8,274 cars of spring wheat or 8,552,180 bus.; 1,226 cars of oats, 2,329,400 bus.; 404 cars of barley, 484,800 bus. and 238 cars of flaxseed or 238,000 bus.

Fort William, Ont.—Eltrs. at Fort William and Port Arthur are taxed to their capacity. It is necessary to load a vessel from some of terminals before any more grain can be received. The congestion has made the railway yards here almost useless. In previous years at this time wheat went out of Fort William at the rate of about 1,000,000 bus. daily but for a couple of weeks it has been moving at less than half that rate so the close of navigation finds the eltrs. full with no immediate relief in sight. The C. P. Ry. Co. is planning to open its Eltr. C which has been closed for the last two years, chiefly because of lack of shipping facilities. While this will afford another 1,000,000 bus. capacity it is an old house and its interior facilities are not equal to the present demands for rapid handling.

Winnipeg, Man.—McLennan Bros. were suspended from membership in the Winnipeg Grain Exchange, Nov. 13, for three months for refusal to pay a fine of \$100 imposed by the council for infraction of the commission by-law requiring track buyers to pay their agents not less than \$50 per month. Their suspension amounts practically to a boycott, as the firm is unable to buy or sell to any firm associated with the Winnipeg Grain Exchange. The senior members of the firm said: "We have upwards of 350 agents in these provinces, unquestionably giving the greatest amount of competition of any firm of track buyers in the trade. This suspension means, if the interests in the exchange are successful in continuing the suspension, that the 350 points referred to will be without competition."

Winnipeg, Man.—Altho the rush of grain started almost a month later this year, by the middle of November the Canadian Pacific had moved out as much wheat as it did up to the corresponding date of last season; Nov. 12 it took 1,000 car loads out of Winnipeg. Vice pres. Geo. Bury of the G. P. has been to Montreal to discuss with Pres. Sir Thomas Shaughnessy the serious conditions of the grain congestion here and at the terminals in Fort William and Port Arthur. The Winnipeg Board of Trade, in conjunction with other commercial bodies in western towns, is holding daily meetings with railway officials to get the tangle unraveled, but with little success. This congestion is partly the result of efforts to get the big crop out before navigation closes, combined with the western movement of freight which is 50 per cent

heavier than in normal years, and the motive power of western lines cannot handle it expeditiously.

## IDAHO.

Hailey, Ida.—J. H. Turner, representing the Spokane Warehouse Co., has been here investigating conditions favorable for the location of an eltr. and warehouse to buy grain for export. He had advised his company to build warehouses at every one of the new stations and at each of the spur tracks to be located by the Central Idaho R. R. Co.

## ILLINOIS.

Union, Ill.—J. Hattendorf will build an eltr.

Matteson, Ill.—The Stege Grain Co. has been dissolved.

Dunlap, Ill.—George Christopher has purchased the south eltr.

Papineau, Ill.—We have painted our eltr. here.—Tegge Grain Co.

Lafayette, Ill.—I have just completed painting my eltr.—F. T. Galvin.

Longview, Ill.—Paul Kuhn & Co. have painted their eltr. at this station.

Lenzburg, Ill.—Henry Serth, the grain dealer at this station, died recently.

Disco, Ill.—The Farmers Eltr. Co. is building an eltr. on the T. P. & W.

Winchester, Ill.—The Farmers Eltr. Co. is building an eltr. on the Burlington.

Gardner, Ill.—Hargreaves & Drew have installed a 10-h.p. electric motor in their eltr.

Cairo, Ill.—The Magee Grain Co. has installed a corn sheller and is improving its eltr.

Womac, Ill.—G. B. Carrico has made improvements at his eltr.—J. T. Pembroke, agt. G. B. C.

Cooksville, Ill.—A. L. Horner of Say brook has been chosen mgr. for the Cooks ville Grain Co.

Stillman Valley, Ill.—The new addition to the house of the Neola Eltr. Co. is almost completed.

Champaign, Ill.—Henry Irle has equipped his eltr. with a B. S. C. Chain- Drag and Feeder.

Cambridge, Ill.—We have installed a Richardson Automatic Scale in our eltr.—White & Kellogg.

Pinkstaff, Ill.—Hornor Bros. have added a No. 12 Standard U. S. Corn Sheller to their eltr. equipment.

Mendota, Ill.—W. Gallagher has purchased the interests of Lee Smith in the Mendota Eltr. & Supply Co.

Clarence, Ill.—The new 50,000-bu. eltr. of the Frederick Grain Co. received its first load of new corn Nov. 7.

Breckenridge, Ill.—I am mgr. for the Berry-Breckenridge Farmers Grain Co. at this station.—W. T. Hamilton.

Mazon, Ill.—I am mgr. for the Mazon Farmers Eltr. Co. which bot the house of Strong & Ely.—H. C. Daggett.

Kerrick, Ill.—The eltr. has been put back on its foundation. The recent storm moved it 18 inches out of place.

Seneca, Ill.—We have built a new purifier in our eltr. and have just completed painting our house.—M. J. Hogan.

Galesville, Ill.—The Farmers Eltr. Co. has gone out of business and it is reported its house will be sold at auction soon.

Galva, Ill.—The eltr. of the W. A. Fraser Co. is being thoroughly overhauled and remodeled. Dump scales will be installed.

Healey sta., Risk p. o., Ill.—D. T. Crumbaker has moved here from Fairbury to take charge of the eltr. of the Healey Grain Co.

Marseilles, Ill.—J. V. Shaughnessy is building a 30,000-bu. eltr. of cribbed construction. Machinery will include two dumps and legs and a 15-h. p. electric motor.



Momence, Ill.—S. E. Boush has dropped out of active grain business here, on account of rheumatism, but still operates his eltr.

Ivesdale, Ill.—The Baldwin Eltr. Co. will begin building a concrete eltr. about the middle of next March.—Thos. W. Schultz, mgr.

Monroe, Ill.—I have just completed a 45,000-bu. addition to my eltr. and have resided and painted the entire structure.—Geo. A. Miller.

Peoria, Ill.—L. C. Emerson, of Jas. E. Bennett & Co., has been elected to membership in the Peoria Board of Trade.—John R. Lofgren, sec'y.

Cambridge, Ill.—We have remodeled and repaired our eltr. and have installed a Richardson Automatic Scale and a new leg.—Wm. Ringle & Co.

Roanoke, Ill.—Among the several improvements recently made at the eltr. of R. F. Wrenn, bins have been enlarged and elevating capacity increased.

Odell, Ill.—C. A. Vincent has received a new gasoline engine to operate his north eltr. and replace the old steam engine that has been in use over 40 years.

Filson, Ill.—A. D. Kaga's new 7,000-bu. eltr. on the Vandalia is receiving grain altho not completed. In the spring he will build a 17,000-bu. cribbed annex.

Litchfield, Ill.—Work is progressing satisfactorily on the cob mill and warehouse being built for C. B. Munday & Co. by the P. H. Pelkey Construction Co.

Manteno, Ill.—We have just completed an iron covered addition to our eltr. here and are now installing screw conveyors.—H. F. Adams, West Bros. Grain Co.

Doran, Ill.—The Farmers Grain Co. of Dorans will build a fireproof eltr. of concrete construction to replace that burned Nov. 7, will be completed in 90 days.

Nashville, Ill.—The Heregley Mfg. Co. has started construction on a 50,000-bu. concrete eltr. and has purchased a 70-ft. Constant Safety Ball Bearing Manlift.

Andres sta., Peotone, Ill.—Arthur Staufenberg, who had charge of the eltr. of the H. T. Truby Grain Co. at Wilton for years, has taken charge of that firm's house here.

New Berlin, Ill.—W. T. Hamilton, who has managed the eltr. of N. C. Twist here for some years, is moving his family to Breckenridge, Ill., where he had a similar position.

Waddams Grove, Ill.—We have overhauled and covered our eltr. with iron. The Burrell Engineering & Construction Co. has the contract.—H. A. Hillmer Co., Freeport, Ill.

St. Anne, Ill.—With suitable weather we will have a large movement of new corn by Dec. 1. Much is contracted and farmers need room for storage.—A. R. Tucks, agt. Tegge Grain Co.

Wapella, Ill.—The Ike Livingston Grain Co. will install a new 10-h. p. electric motor in its eltr. here, to replace its 22-h. p. direct current motor.—Wm. Zierfuss, I. L. Grn. Co., Heyworth, Ill.

Bentley, Ill.—R. E. Coffman has installed a new automatic scale in the eltr. he purchased last summer from A. R. McAllister and will soon buy a corn sheller to handle corn direct from the field.

Morris, Ill.—The Square Deal Eltr. Co. has perfected plans and obtained a site for an eltr. about eight miles north of here, on the railroad being built from Morris to Yorkville, a distance of 21 miles.

Stanford, Ill.—The cyclone that swept thru here in the night of Nov. 11, unroofed the new eltr. of Kearby & Holmes with considerable damage to contents and blew the windows out of J. M. Kearby's grain office.

Cadwell, Ill.—The Cadwell Grain Co. incorporated to deal in grain, hay, food and feedstuffs, coal and general merchandise; capital stock, \$15,000; incorporators, S. L. Seass, Joseph A. Miller and V. H. McDonald.

Fairbury, Ill.—J. T. Cox has been elected pres. of the recently incorporated Farmers Grain Co. of Fairbury that will either buy or build an eltr.; H. W. Pence, sec'y; G. B. Crouch, treas.

Decatur, Ill.—Carey Harney & Co. incorporated to do a commission business in grain, stocks, bonds and provisions; capital stock, \$3,000; incorporators, Carey T. Harney, Arthur B. Cleland, Lynn B. Kiger and Samuel J. Durbin.

Meredosia, Ill.—The 40,000-bu. cribbed eltr. of the Meredosia Farmers Grain Co. has been completed. All machinery furnished by the Union Iron Works, including a 40-h. p. gasoline engine. H. R. Myers is mgr. for the company.

Yorkville, Ill.—The Farmers Eltr. Co. is planning to build a 15,000-bu. eltr. seven miles south of Yorkville, on the new railroad under construction from here to Morris, where it will handle grain, coal and lumber as it does at this point.

Rollo, Ill.—I am ready to build a 20,000-bu. eltr. at this station but am waiting for permission from the C. N. W. Ry. Co. and for the weather to settle. Will equip it with up-to-date machinery including an automatic scale.—Alvin Kaminky.

Hinckley, Ill.—Flames were discovered creeping along the roof of the eltr. of the Hinckley Grain Co. shortly before nine o'clock in the evening of Nov. 23 and a disastrous fire resulted that not only destroyed the eltr. but much other property.

Lee Center, Ill.—The Lee Center Farmers Eltr. Co. incorporated to deal in grain, farm produce, coal, lumber and building materials; capital stock, \$10,000; incorporators, A. F. Jeanblanc, Charles W. Ross, F. N. King, E. A. Pomeroy and S. L. Shaw.

Dalton City, Ill.—We did not buy the house of the Farmers Eltr. Co. but that of Frank Godwin, transfer was made Oct. 27. J. H. Uppendahl is local mgr. for the Smith-Hippen Co. and Ollie Scott for the Farmers Eltr. Co.—C. E. Davis, per S. H. Pasley.

Champaign, Ill.—The frame work house here of the Cleveland Grain Co. known as Eltr. D, will be demolished and replaced by a new one. The John S. Metcalf Co. has the contract, but no work will be done before April.—F. E. Watkins, Cleveland Grain Co., Cleveland, O.

Manhattan, Ill.—The Farmers Grain Eltr. Co. has been organized to buy or build at this point. It has a paid up capital of \$10,000; directors, Herbert J. Smith, Patrick Lawlor, George Schaaf, Frank Haley, Willis Dutchman, Daniel Cockle and Bernard Murphy.

Cairo, Ill.—A solid train of corn, 50 cars, shipped by the Samuel Hastings Co., left Cairo in the afternoon of Nov. 13 for Texarkana, Ark. It weighed 2,000,000 lbs. and was valued at \$25,000, the delivered price. About 60 cars had accumulated in two days but ten had to be held over on account of bad order.

Peoria, Ill.—Receipts of grain in October aggregated 88,000 bus. of wheat, 1,103,464 of corn, 330,464 of oats, 22,000 of rye and 390,000 bus. of barley. Shipments included 55,688 bus. of wheat, 680,492 of corn, 714,170 of oats, 7,600 of rye and 129,523 bus. of barley.—John R. Lofgren, sec'y Board of Trade.

Champaign, Ill.—The Enterprise Grain Co. has entered suit in county court against the Thomasboro Farmers Grain, Lbr. & Coal Co. for \$500 damages. The plaintiff alleges that it contracted to take 3,000 bus. of corn of the defendant at 62½¢ per bu., which the defendant refused to deliver altho repeatedly asked to do so.

Morrison, Ill.—Abner McCallister, formerly a prominent grain dealer at this station, died recently of cancer of the stomach. He was born in Pennsylvania about 66 years ago, came west when a young man and spent most of his life at this place, where he conducted a grain business many years. After he sold to Potter & Johnson he moved to Aberdeen, S. D., but returned to Morrison two years ago.

Latham, Ill.—The 40,000-bu. eltr. of the Latham Farmers Grain Co. is almost completed. Equipment will include automatic scale car puller and a manlift.

East St. Louis, Ill.—A cyclone in the night of Nov. 11 wrecked the Southern Eltr. that contained 412,757 bus. of wheat, of which 411,172 bus. had graded No. 2 red winter, all of which was more or less damaged by water. L. A. Cooksey, treas. of the Illinois Grain Eltr. Co., that owns the Southern Eltr., at once notified officers of the Merchants Exchange of St. Louis that his company would not be responsible for quantity or quality of the grain represented in the eltr. receipts. At a special meeting the following Monday the board of directors of the Exchange declared the eltr. irregular and all out-standing receipts irregular under the rules and the stock of wheat held therein was withdrawn from the visible supply. When the official announcement was posted prices in the pit advanced ¾¢ on December options. Ralph J. Pendleton, pres. of the Pendleton Grain Co. that operates the Southern Eltr., reported five stories had been taken off the top of the building and the machinery ruined. The wind had a twisting motion as the wreckage was scattered on all sides of the building. He estimates the damage to building and grain at \$125,000 to \$150,000, fully insured. After the Burlington Eltr. was destroyed by a storm some months ago, the Pendleton Co. carried a cyclone insurance that will reimburse it to a considerable extent. Mr. Pendleton says the eltr. will be rebuilt and his firm will take possession of it as soon as it is ready for business.

## CHICAGO NOTES.

Barley sold in the Chicago market, Nov. 20, at \$1.29 per bu., the highest price on record.

A sale of 6,700 bus. of white winter wheat was made recently by James Templeton to the American Malting Co. at 98¾¢.

On request of the Central Eltr. Co. Calumet Eltr. B. was taken out of the public eltr. class Nov. 21, and will be used as a private house.

The Halliday Eltr. Co. of Cairo has opened an office in Chicago at No. 56, Board of Trade Bldg., in charge of H. E. Halliday, to handle consignments only.

Henry D. Metcalf, recently suspended from membership in the Board of Trade, has applied for re-instatement. He is a grain exporter residing in Winnipeg.

CHICAGO CALLERS: E. G. Cool, Mason City, Ia., repts. P. H. Schifflin & Co.; E. E. Scott, Denver, Colo.; Wm. Godel, Wilmington, Ill.; G. F. Kersten, Plainfield, Ill.

The Lockport Corn Flake Co. incorporated to manufacture and deal in cereals and food products; capital stock, \$35,000; incorporators, Harry W. Leeper, George Ladd, D. O. Dunbar.

The amendments to the rules of the Board of Trade, requiring that insurance on grain and flaxseed shall be delivered with warehouse receipts, was adopted today by a vote of 349 for and 49 against.

The violation of rules committee of the Board of Trade in a recent case has ruled that a commission must be charged both parties when one customer buying cash grain directs that his broker take an equal number of bushels of the December future from another customer.

A floating grain drier of large capacity is under construction for the Armour Grain Co. It will cost about \$100,000 and be the first of its kind in operation here. It is expected to increase considerably the capacity of the various eltrs. by its great convenience in handling damp grain.

Much of the cash wheat sold during the past few weeks has been worked by one broker whose name has been freely mentioned in connection with his letters to millers. Whether his methods are a violation of the resolution adopted by the directors of the Board of Trade against sales at outside points below the Chicago market is being considered by a special committee just appointed by the directors.



Following the recommendations of the Federation of Grain Dealers Ass'ns and the resolutions recently forwarded by the Western Grain Dealers Ass'n the call committee of the Board of Trade ruled, Nov. 18, that beginning Monday, Nov. 20, 1911, the term "or better" will be eliminated as a qualification in bids on grain to arrive from all grain, so that in effect this ruling will mean that bids for grain to arrive under the call rule will be for the flat grades. The call will also include bids for No. 4 yellow, No. 4 white and No. 4 mixed corn and "cool and sweet" will be eliminated.

Membership in the Board of Trade has been applied for by Samuel G. Squires and Martin F. Austin and Henry D. Metcalfe has applied for re-instatement to membership. Edwin Le Roy Bowen, Herman H. Kenkel, Earl H. Reed, Edward L. Oppenheim, Edwin S. Herron, Alfred R. Luken, Morris Schwabacher, Leslie J. Schwabacher, John P. Lynn and Robert R. Curry have posted their memberships for transfer. The directors recently admitted to membership Arthur B. Earle, Marshall E. Boynton, Charles E. Richie and William M. McCord. The directors recently bid \$2,000 for each of two memberships.

The Wabash R. R. Co. has announced the inauguration of the Wabash-New York Central line by which it can reach points on the N. Y. Cent. & Hudson River R. R. and the Boston & Albany and their connections on shipments from Chicago. This line will be open Dec. 1 to handle grain and grain products originating at points in Trans-Mississippi River and northwestern territories also on shipments from stations on the Wabash in Illinois. The other Illinois lines' tariffs are now being amended to include this new route under their joint thru rates.—W. M. Hopkins, mgr. transportation department, Chicago Board of Trade.

Prospects promise a good market on timothy hay, as there seems to be little moving. As soon as corn is taken care of we look for a more liberal run of timothy; of course, providing shippers are able to get cars. Would advise shipments of timothy hay, as present prices should be attractive. Clover hay and heavy clover mixed continues firm with light arrivals. Receipts of alfalfa hay run very light, and good inquiry for same. Arrivals would find a ready market at quotations. The large bulk of arrivals here is southwestern hay, but this sells at good prices, on account of the present scarcity of timothy.—W. R. Mumford & Co.

Fire threatened destruction of two Michigan Central transfer eltrs. operated by Frank H. Mealliff & Son in the afternoon of Nov. 12 when a blaze was discovered in the offices between Eltrs. A and B. Outside the office was a good power force pump, a stream from which, effectively directed by employes, put out the fire before the arrival of the city fire department, showing the value of a good pump kept in instant working order and intelligently used. The fact that the wind was blowing a gale made the success of the employes in putting out the fire more creditable. The city firemen chopped down the building, making the loss total.

The Young Men's Club of the Board of Trade held its first monthly dinner in the evening of Nov. 9. George F. Stone, sec'y of the exchange, L. Harry Freeman and James J. Townsend were the principal speakers. All made pertinent remarks about the live issues confronting the younger generation of members. Mr. Freeman's topic was "What Are We Scared About?" He discussed the various scares the trade has encountered in the last 20 years, all of which it has survived, including the periodical scare about adverse legislation which he characterized as needless. He urged members present to cooperate with the governors of the Board of Trade in keeping its reputation clean and, when satisfied with its position, to obey its rules and regulations and get out after business.

A blaze, caused by crossed wires, broke thru the floor of the exchange hall of the Board of Trade soon after 10 o'clock in the morning of Nov. 13, and a general cessation of trading resulted for a few minutes after the firemen's arrival while members climbed on tops of tables and window sills to view the unusual scene; damage about \$100.

The firm of L. J. Schwabacher & Co. retired from business Nov. 21, transferred their trades to W. G. Press & Co. and Morris Schwabacher the father, Leslie J. Schwabacher the son, who is pres. and treas. of the firm and John P. Lynn, its sec'y, posted their memberships for transfer. Robert R. Curry, a provision trader for several commission houses, who is said to have traded thru Schwabacher in violation of an agreement not to trade for his own account, also posted his membership for transfer. Rumors of irregular dealings by the Schwabacher house were investigated by Board of Trade directors about six months ago and for several weeks another quiet investigation of its methods has been carried on but no formal charges were filed. Morris Schwabacher has been a member of the Board of Trade for 30 years. He made the following statement: "I have decided to retire from active business and have, therefore, placed my membership for transfer. I have requested my son to do the same, as I do not wish to have any interest that is not receiving my personal attention."

The postponed annual meeting of the Board of Trade Mutual Benefit Ass'n was held in the afternoon of Nov. 16 and a new executive committee was elected, composed of L. F. Gates, H. J. Patten, C. H. Sullivan, Edward Hymers and L. C. Brosseau. The old committee, J. W. Fernald, George W. Stone, Frank Marshall, R. S. Lyon, and Edward Andrew, refused renominations as they had piloted the ass'n thru a stormy period and deserved a rest. They were tendered the unanimous thanks of the ass'n for their work. The new officers will appoint a recording and corresponding sec'y who will also act as solicitor to obtain new members. No loss of consequence in membership resulted from the late defalcation and many have declared their intention of joining. The audit of former Sec'y M. D. Stevers' books showed him to be short \$6,767, of which the National Surety Co. paid \$2,000, the amount of the bond; \$5,604 had been collected from the special assessment of \$8; so after paying all claims against the ass'n, a balance remained of \$896, which had been transferred to the general fund. Collected for last assessment, \$2,711; cash on hand, \$1,640; mortuary fund, \$8,461.

## INDIANA.

Shoals, Ind.—A recent wind storm blew down one wall of the plant of the Star Mfg. Co.

Union City, Ind.—The Pierce Eltr. Co. has increased its capital by issuing \$25,000 of preferred stock.

Russiaville, Ind.—David Unger & Son have installed a B. S. Constant Chain Drag and Feeder in their eltr.

Rosston, Ind.—Paul English and W. S. Merritt of Kirklín are considering building an eltr. at this point.

Judyville, Ind.—The Davis Grain Co. has installed a 40-ft. Constant Safety Ball Bearing Man-lift in its eltr.

Breevorts, Ind. (p. o. St. Francisville, Ill.)—Jno. V. Griggs & Sons have a new 7,000-bu. eltr. here on the Big 4. Power is supplied by a 25-h. p. gasoline engine.

Darlington, Ind.—Malsbary & Co. have had several improvements made in their eltr. by L. J. McMillin and have installed wagon dumps and a B. S. Constant Chain Drag and Feeder.

Monon, Ind.—W. L. Brookie's 40,000-bu. eltr. on the Monon will receive its first grain next week. This is the old Scott eltr. remodeled and modernized. Power is supplied by a 20-h. p. gasoline engine.

Larwill, Ind.—The Larwill Equity Union is planning to build an eltr. and handle grain, hay, flour, feed, coal and live stock.

Rossville, Ind.—C. A. Hornbeck of Ockley has moved here to reside and will discontinue business on account of poor health. I will conduct the eltrs. of McComas & Hornbeck at both stations.—F. P. McComas.

Judyville, Ind.—The wind storm of Nov. 11 blew down the smoke stack and blew the cupola off the eltr. of Davis & Curant and they will not be able to handle grain for about a month. Damage is estimated at \$2,000.—Frank R. Pence, Pence, Ind.

Columbus, Ind.—Irwin's Bank, this city, has announced that it will give five prizes to be awarded at a corn show to be held here from Dec. 4 to 19. The largest prize will be a silver cup for the best ten ears of corn grown in Bartholomew County.—L.

Walton, Ind.—The Walton Eltr. Co. incorporated by W. E. Crain, O. B. Ferguson, F. H. Carey and others; capital stock, \$16,000; has bot the eltr. of Small Bros., took position Nov. 14. O. A. Dutchess, formerly with L. McFadden here, is mgr.

Boyleston, Ind.—The eltr. here owned by Clifton Cohee & Co. will be improved early in the spring and put in first-class condition. A part of the old eltr. will be moved away and a large, up-to-date building erected.—Cecil Cohee, Avery Eltr., Frankfort, Ind.

Shipshewana, Ind.—We own both of the eltrs. here. At one of them we have installed a new grain dump, painted the buildings and made many changes and repairs. At the other, which we purchased last month from Troyer & Yoder, we intend to put in a dump next spring and make general repairs.—Jas. A. Beecher & Co.

Lafayette, Ind.—Prof. G. I. Christie, collaborator in charge of the branch seed laboratory at the Government Experimental Station, Purdue University, here, has made provision for prompt and accurate testing of seed corn, and seed wheat and clover, timothy and blue grass seed without charge to Indiana farmers. In a bulletin which he has just issued, he calls attention to the fact that Indiana farmers lose thousands of dollars every year thru use of inferior seed.—L.

Simpson sta., Markle p. o., Ind.—I have not abandoned building an eltr. at this station but am waiting, as several obstacles have arisen. A rival grain company has leased all available lands suitable for an eltr. loading and unloading grain, coal and other freight, for 40 rods between my lot and C. B. & C. spur track and has begun erecting a long crib on its leased land, which shuts out all access to shipping facilities from everybody but itself. I have applied to the Indiana R. R. commission for access to the road but do not fear being permanently excluded so much as the fact that the C. B. & C. is a short line now in receiver's hands and may be sold soon to an interurban traction line that is likely not to haul freight. In that case warehouses and eltrs. would be useless property and a decided loss; so I await developments.—H. C. Silver, Huntington, Ind.

## INDIANAPOLIS LETTER.

The Continental Commission Co. incorporated by the directors, John J. Howard and Clarence L. McKay of Indianapolis and Strauder G. Goff of Winchester, Ky.; authorized capital stock, \$2,000,000. It will deal in grain, live stock, poultry and farm products, do a general commission business and have headquarters in this city.

According to Joseph Keavy, commissioner of the Indianapolis Freight Bureau, the decision of the commerce court in temporarily suspending the Interstate Commerce Commission's ruling on percentage freight rates from points east of the Missouri River to points west of the Rocky Mountains, taking the Spokane, Reno or Phoenix rates, will seriously affect Indianapolis shippers.—L.



A receiver for the New-Delmar Brokerage Co., which formerly had offices in the Board of Trade building in this city, has been asked in the Marion County Circuit Court by the Capitol Grain Co., a creditor. The New-Delmar Co. suspended business several weeks ago and closed its offices, being unable, it is charged, to pay its obligations.—L.

Special Examiner Gary of the Interstate Commerce Commission will arrive in Indianapolis Dec. 1 to meet the members of the Indiana R. R. Commission and conduct a hearing on a complaint filed before the Interstate Commission against the Wabash, Big Four and Clover Leaf railroads in which it is charged that the joint rates in effect along these roads discriminate against Indianapolis shippers and in favor of Chicago shippers. The petition was filed by the Indianapolis Freight Bureau.—L.

Indiana shippers of grain contemplate taking advantage of a state-wide trade extension trip thru the South and into Mexico to be conducted by the Indianapolis Trade Ass'n during the latter part of January and the early part of February. The business men will travel on a special train of Pullmans to Louisville, Nashville, Atlanta, Macon, Birmingham, Jacksonville, Albany, Savannah, Montgomery, Mobile, Meridian, Jackson and Memphis. The route thru Mexico has not yet been announced. Twenty-one days will be required for the trip. If one train will not accommodate the crowd, two trains will be provided.—L.

A jury in the federal court decided in favor of Thomas A. New of Greenfield, Ind., who had lost \$5,700 in bucket shop transactions and who was being sued for \$2,100, which it was alleged he still owed the plaintiff, a Chicago brokerage firm. According to the evidence New, who had carried on his transactions with the local representative of the firm, had put up margins until he had lost a large part of his possessions and the suit was brought by the company in an attempt to recover the amount remaining unpaid. The attorneys for the defendant contended that any contract not carrying with it the intention to deliver the grain was a gambling contract and therefore could not be enforced.—L.

Buyers say that seldom, if ever, has there been such a shortage of corn in wagon loads in this city as there has been for the past few days. Corn is coming in better now, however, than it was ten days ago. Altho the dealers have been bidding 80c to 83c for old corn and 65c for the new crop, according to quality, there has not been sufficient old corn or new, even, to fill the demand. Buyers say they do not know why the supply has been short unless farmers are holding for higher prices. Reports received from over the state relative to crop conditions indicate that some such condition exists largely thruout Indiana. Word from Muncie is that only a little new corn is coming into the market and is selling at 45c to 55c. Dealers there say the price will be lower. Farmers in the vicinity of Lyons are still husking corn, which is selling at 50c per bu. Clover seed is selling there for \$9 a bushel.—L.

Negotiations have been on for several months looking to a consolidation of the Indianapolis Board of Trade, the Indianapolis Merchants' Ass'n, the Indianapolis Commercial Club, the Indianapolis Trade Ass'n and the Indianapolis Freight Bureau into a Chamber of Commerce somewhat on the order of those in Chicago and Cincinnati. Indianapolis grain dealers are lending their influence to the movement. A committee of which C. C. Hanch, traffic manager of the Nordyke & Marmon Co., manufacturers of mill and elevator machinery, is chairman, has been at work for some time on the details for the proposed consolidation. A report is expected soon. Consolidation was urged at a recent meeting of members of the various organizations held under the auspices of the Commercial Club by H. A. Wheeler, president of the Chicago Ass'n of Commerce. He

went into detail about the Chicago organization and declared that commercial unity is the key to a city's success and without centralized effort no real benefit can accrue to a city. Indianapolis business men, including the grain dealers, have long deplored the multiplicity of commercial organization here and have urged that some plan be worked out by which results can be accomplished without such waste of energy.—L.

## IOWA.

Commerce, Ia.—The Squires Grain Co. is building an eltr.

Atlantic, Ia.—Turner Bros. are building an eltr. at this point.

Nevada, Ia.—I intend to purchase a moisture tester.—J. A. King.

Manning, Ia.—The Doud Mfg. Co. will add a 20,000-bu. eltr. to its plant.

Whitten, Ia.—I have just installed a gasoline engine in my eltr.—A. G. Mabie.

Yetter, Ia.—The Farmers Grain Co. has installed a New Era Man-lift.—A. A. Goff, mgr.

Humeston, Ia.—I have sold my eltr. and business here to Dennis & Poland.—A. Cop-pock.

Grundy Center, Ia.—C. L. Kinney has re-leased the eltr. of A. J. Froning for three years.

Kinross, Ia.—M. S. Fischer is figuring on building a cribbed eltr. to replace the one he is now using.

Allison, Ia.—The new eltr. of Flynn Bros., built by the Younglove Construction Co., is almost ready for business.

McCallsburg, Ia.—I am contemplating repairing my eltr., and will install a new corn sheller and ear corn dump.—J. S. Johnson.

Rowan, Ia.—The Rowan Bank has taken over the eltr. of G. M. Frank, that formerly belonged to S. G. Heath. E. D. Harris operates it.

Morrison, Ia.—The firm of P. R. Frazier & Co., who recently succeeded Stockdale & Riemers at this point, is composed of P. R. and R. A. Frazier.

Fort Atkinson, Ia.—J. P. Schissel has bot the J. P. Schissel Grain Co., which has been known as the Ft. Atkinson Grain Co.—F. E. DeCelle, Sioux City, Ia.

Merrill, Ia.—F. Hoese has an eltr. under construction by the Younglove Construction Co. that will be one of the largest grain houses in Plymouth county.

Sioux City, Ia.—A decision is expected at any time in the suit brot by grain men of this city for a re-adjustment of the grain rate basis in and out of Sioux City.

Bonair, Ia.—Bird Bros. have not been in business for ourselves since our eltr. burned last May. The Hunting Eltr. Co. built a new house here and I am agt.—T. L. Bird.

Dawson, Ia.—I have built a 12x34 ft. brick and concrete addition to my eltr. The lower part will be used for an engine room and upper story for feed and grain. I am installing a 20-h. p. gasoline engine.—R. S. Witter.

Hull, Ia.—We have built a feed warehouse on our eltr. and have a good feed trade as many hogs are raised in this vicinity. Two of our eltrs. have been closed for lack of business.—Henry J. Huibregtse, mgr. Farmers Co-op. Co.

Woden, Ia.—The Farmers Eltr. Co. has bot the plant of the Iowa Grain Co. and has traded its old eltr. in part payment, which the Iowa Co. will take down to use the lumber elsewhere. The Farmers Co. is the only grain dealer now here.

Lawton, Ia.—I bot the Trans-Mississippi Eltr. at Lawton, that was recently owned by Hans Bremer; took possession Nov. 1 and operate under the firm name of Sanborn & Co. with W. T. Mahaffy, until recently with the Edmonds-Londergan Co. at Hinton, Ia., in charge. We will install an automatic scale and a manlift immediately.—W. L. Sanborn, Merville, Ia.

Corning, Ia.—Ralph Eugene Stults, an auditor of the Neola Eltr. Co., died at his home here Oct. 28, aged 26. He was in that company's employ some time, had been a buyer at Linden two years and at the time of his death was auditor for the east half of Iowa with headquarters at Des Moines.

Spencer, Ia.—A district meeting of managers of farmers' eltrs. convened here Nov. 11, called to order at 1 p. m. by State Sec'y E. G. Dunn. A general discussion followed of the grain storage question, contracting grain, manner of settling for grain when storing is not allowed and kindred topics. Those present thought such meetings should be held every two or three months.

Cedar Rapids, Ia.—Miller & Smith succeeded Philip M. Smith Nov. 1 and at present do a brokerage and jobbing business. Mr. Miller is an experienced flour man and I have been in the feed brokerage business here a year. Together we expect to build up a flourishing business in the corn state in cereals, millfeed, alfalfa and mixed ground feeds, hay, flour, oil and cotton seed meal.—P. M. Smith.

Ft. Dodge, Ia.—A district meeting of managers of farmers' eltr. companies was held in this city, Nov. 4; called to order at 2 p. m. by E. G. Dunn, sec'y of the Farmers Co-operative Eltr. Ass'n of Ia., with about 40 managers in attendance. They discussed "Contracting, Grading and Storing Grain," "Moisture Testers in Farmers' Eltrs.," "Uniform System or a Better System of Bookkeeping," "Hedging of Grain," "Controversies Between Landlord, Tenant and Eltr. Companies" and other vital subjects.

Sioux City, Ia.—Stockholders of the Terminal Eltr. Co., at their recent annual meeting in this city, voted to make a payment of 20 per cent on the second mortgage debt. H. J. Hutton, pres. of the Mystic Mfg. Co. and also of the Board of Trade, was elected pres. of the company to succeed the late John Hornick and Mr. Hutton's place as vice pres. was filled by electing L. L. Kellogg. H. P. Guiney was re-elected sec'y-treas. The new directors are B. H. Kingsbury and F. M. Pelletier; the following directors were re-elected: L. L. Kellogg, J. E. Blenkiron, W. B. Palmer, Jno. E. Kelly, H. J. Hutton, O. J. Moore, H. P. Guiney, John McHugh and W. H. Reck.

## KANSAS.

Alta Vista, Kan.—P. L. Andres has bot the eltr. of the Alta Vista Grain Lbr. Co.

Wamego, Kan.—J. W. Machin has replaced his gasoline engine with an electric motor.

De Soto, Kan.—Gardner & Anderson's new 10,000-bu. eltr. is ready to receive grain.

Stafford, Kan.—I am going out of the grain business.—Joe Wilson, agt. Pacific Eltr. Co.

Hoyt, Kan.—Waller & Lindsay have purchased the McClune eltr. and will take possession Feb. 1.

Augusta, Kan.—The Schwartz Grain Co. has asked the Frisco R. R. Co. to lay a spur track to its eltr.

Leona, Kan.—Thomas L. McCormick has succeeded McCormick Bros. who formerly operated an eltr. here.—S.

Dillon, Kan.—I am not in the grain business here any more as my father has taken the management.—A. F. Sandow.

Columbus, Kan.—D. W. Robeson has let the contract for the erection of an eltr. to the P. H. Pelkey Construction Co.

Benton, Kan.—L. H. Powell & Co. of Wichita have leased the eltr. here and are having it put in condition for operation.

Waco sta., Peck p. o., Kan.—The Arkansas City Mfg. Co. is building an eltr. at this new town on the Midland Valley R. R.

Topeka, Kan.—The Shawnee Mfg. Co. is having its eltr. remodeled and new machinery installed by the P. H. Pelkey Construction Co.



Belvue, Kan.—J. H. Dougan of Topeka has bot the eltr. here of the Farmers Eltr. Co. and will put it in first-class condition.

Marysville, Kan.—The eltr. under construction for J. H. Cavanaugh is practically completed. It replaces the one burned last spring.—S.

Delia, Kan.—Whitney & Sebring of Topeka have an eltr. under construction at this point by the P. H. Pelkey Construction Co., to be completed in a month.

Lawrence, Kan.—Louis Kreeck of Bonner Springs, Kan., will build an eltr. of lumber and concrete on a site purchased by him and his associates along U. P. tracks in North Lawrence.

Dr. J. S. Crumbine, sec'y of the state board of health, has started a war on musty wheat and reports the board as after farmers and eltr. men who mix it with good to sell as good wheat.

Lehigh, Kan.—J. L. Richert has purchased Eltr. A from Groening Bros.—S. The Klaassen Mfg. Co. of Hillsboro, Kan., writes: "Mr. Ehrlich of Marion has leased it and now buys grain at that place."

Sabetha, Kan.—A very successful local meeting of the Kansas G. D. Ass'n was held here recently in the offices of the Derby Grain Co., attended by some 20 dealers from points in northeastern Kansas.—F. A. Derby.

Severance, Kan.—The Jno. H. Lynds M. & Eltr. Co. of White Cloud has bot the eltr. here of R. W. Ware, formerly that of A. J. Clyman, and is remodeling it, putting in cement pits, dump and basement and installing a new cleaner, sheller and leg.

Towanda, Kan.—Construction has been delayed on the new eltr. for G. E. Garrison. After work was started on a leased site, Mr. Garrison was notified that the railroad track had to be moved 20 ft. and the building had to be commenced again in another location. The P. H. Pelkey Construction Co. has the contract.

Rosedale, Kan.—The plant the Mammoth Mfg. Co. will erect here will have a storage capacity of 50,000 bus., warehouse 40x60 ft., milling room for straight mixed grain feeds, 20x40 ft., all of concrete and wood. The machinery consists of two cleaners, two stands of rolls for feed, packers and mixers, five stands of eltrs., a sheller, car puller, track scale and automatic sacking scale. O. J. Lehrack has the contract.

Atchison, Kan.—The banquet tendered delegates of the Kansas Grain Dealers Ass'n by the Atchison Board of Trade on the evening of Nov. 17, was attended by 62 persons. W. S. Washer presided and the speakers were Pres. W. C. Brown and Sec'y E. J. Smiley of the Kansas G. D. A.; W. A. McGowan, commercial agt. of the Nickel Plate R. R., Kansas City; and R. C. Garden, Supt. of the central branch of the Mo. Pac.

Atchison, Kan.—At the session of the Kansas Grain Dealers Ass'n held in this city in the evening of Nov. 17, members voted to uphold Sec'y Smiley in the struggle against the grain inspection bill passed at the 1910 session of the Kansas legislature, which he characterized as detrimental to both grain producers and shippers. "For fifteen years," Mr. Smiley said, "I have been secretary of the Kansas Grain Dealers Ass'n and I had hoped that it would never become necessary for this organization to take a hand in politics, but it looks as if the ass'n will have to. Are we going to allow politicians to fix the value of our grain below that of other states? The inspection fee exacted by the state of Kansas is double that of any other state. The excessive inspection is maintained for the purpose of furthering the interests of a political machine," he added that if the decision of the Supreme court of Kansas is adverse to the shippers, the case will be appealed to the United States Supreme court; and queried: "In this event will the grain dealers here assembled pledge their financial support to the extent of \$10 per man? If so, please rise to your feet." Every grain dealer around the banquet table stood up.

Topeka, Kan.—Hearing in the state grain inspection case was resumed Nov. 13, before Special Commissioner Foster, for the attorneys for the state and those for the grain dealers and railroads that are attacking the state grain inspection law. The testimony has all been taken.

#### WICHITA LETTER.

The W. L. Martin Grain Co. has discontinued business in Wichita since Mr. Martin located at Medicine Lodge, Kan.

Stealing grain from cars in the northern part of Wichita has been effectively checked in the last month by the offer of a reward of \$10 for the arrest and conviction of any person caught stealing wheat from a car. The first reward was paid Oct. 23 to the Baldwin-Barr Eltr. Co.

Trading in futures in kafir corn has been established on the Wichita Board of Trade. The rules governing it provide that the basis of contracts shall be No. 3 white in car loads of 60,000 lbs. Price will be on the basis of delivery at the Missouri river. A commission of ¼c per 100 lbs. will be charged on futures except in case of delivery when the rate will be 2c.

W. R. Watson, pres. of the Board of Trade, has inaugurated the "Boost Club" composed of members of the exchange who will wear the neat little buttons he distributes. The constitution and by-laws are on the card to which the button is attached. They require that the Board shall contain "no subordinates, only presidents; no dues, only dividends in renewed activity." Members are urged to boost, become optimists and "do it now."

The Massachusetts Insurance & Bonding Co., that furnished bond for Henry J. Nickel, former mgr. of the Wichita Board of Trade Clearing House, bases its defense in the suit instituted by the Clearing House against it jointly with Nickel, on the preposterous allegation that the Wichita Board of Trade was operating a bucket shop contrary to law. Some two years ago while the Clearing House was under Nickel's management discrepancies were discovered amounting to almost \$12,000 and the bonding company refused to make good the loss. The Clearing House accepts and delivers actual grain in car lots on contracts made between its members.

The Kansas Consolidated Mills Co. has been organized to merge seven important Kansas companies under one management: The Anthony Mfg. Co., Anthony; Kingman Mfg. Co., Kingman; New Era Mfg. Co., Arkansas City; Hunter Mfg. Co., Wellington; Moses Bros. M. & Eltr. Co., Great Bend; Pratt M. & Eltr. Co., Pratt; and the C. Hoffman & Sons Mfg. Co., Enterprise. The aggregate daily capacity of their seven plants is about 6,600 bbls., the largest hard winter wheat milling capacity under one management. A strong factor in the merger is the large number of country eltrs. on the U. P., Santa Fe, Mo. Pac. and Rock Island. L. E. Moses of Great Bend is pres. of the new company; T. J. Holdridge, Anthony, 1st vice pres.; Emmett V. Hoffman, Enterprise, 2nd vice pres.; J. B. Hupp, Pratt, 3rd vice pres.; George H. Hunter, Wellington, treas.; A. J. Hunt, Arkansas City, sec'y. Mr. Hupp will manage the grain department. An office will be maintained in Wichita. The general sales office will be in Kansas City.

#### KENTUCKY.

Shelbyville, Ky.—McAfee & Schramme have started a grain business.

#### LOUISIANA.

New Orleans, La.—Nelson & Co. and W. C. Beck, interested in the grain and hay trade, have recently been admitted to membership in the Board of Trade.—H. S. Herring, sec'y.

New Orleans, La.—Receipts of grain in October aggregated 4,000 bus. of wheat, 206,000 of corn and 166,000 bus. of oats; shipments included 123,169 bus. of wheat, 144,114 of corn and 1,859 bus. of oats.—H. S. Herring, sec'y Board of Trade.

#### MARYLAND.

Arcadia sta., Hampstead p. o., Md.—J. F. Armacost of Upperco has bot out L. C. Cultrider at this station and will repair the eltr.—P. A. Rinaman, Hampstead, Md.

Hampstead, Md.—I. S. Leister will build an up-to-date eltr. to replace his old one. I have remodeled my eltr. and installed up-to-date machinery.—P. A. Rinaman of Rinaman & Houck.

Under the auspices of the state colleges of agriculture of Maryland and Delaware, the Pennsylvania R. R. Co. started a special train, Nov. 20, over its system in those two states. Addresses are delivered to farmers by members of the faculty of the Md. Agri. College and by practical expert farmers on the proper methods of raising grain, alfalfa and kindred products.—W.

Frederick, Md.—The second annual convention of the Associated Boards of Trade of Maryland was held in this city, Nov. 12-16. Among the prominent speakers were Pres. Taft who addressed the convention Nov. 15 and Prof. P. G. Holden of the Iowa Agri. College. The Baltimore Chamber of Commerce was well represented. J. Collin Vincent headed the Baltimore grain men and delivered an address, the key notes of which were improvement of the land and the value of agricultural knowledge. Prof. T. B. Symons of the Md. Agri. College, George R. Gaither, E. L. Quarles, and John Newman also delivered addresses. A committee was appointed to urge the passage of the Page Bill now before Congress. John G. Mills, the retiring president and well-known grain man of the Eastern Shore, was commended for the effective administration of his office and James H. Gambrill, Jr., of Frederick was elected to succeed him. The next convention will be in Baltimore.—W.

#### BALTIMORE LETTER.

L. B. Burford of the Erie R. R. will open a freight office in this city, in the interest of grain and other trade.—W.

Arnold Kummer, James E. Lynch and Albert Wehr have been admitted to membership in the Baltimore Chamber of Commerce.

Joseph Reynolds has been appointed a member of the wheat committee of the Baltimore Chamber of Commerce to succeed Pembroke W. Pitt, who was expelled.

Joseph J. Turner, a member of the grain commission firm of Turner & Owens and also of the Baltimore Chamber of Commerce, died at his home in this city, Oct. 31. Pres. Meyer appointed a committee to attend his funeral.

By a resolution of the wheat committee of the Baltimore Chamber of Commerce, all Canadian wheat arriving here in bond or held here in bond shall, on request of the owner or shipper, be graded according to the standards established by the Canadian government.

The foreign export trade in wheat and corn for the past two weeks has been brisk. Members of the Chamber of Commerce daily have received orders from Christiana, Liverpool, London, Antwerp and other European cities. Considerable, but not serious difficulty is experienced by exporters in obtaining suitable steamers for transportation of the grain.

We have been forced into bankruptcy and off our exchange by the conspiracy of a partner and bookkeeper in forging Bs/L and raising money thereon from our bank. Both of them are now in prison. Neither my brother, Emory Kirwan, nor myself had any knowledge of the crime nor the least suspicion of any crookedness. We cannot, however, escape from the disaster they have brought upon us. We are grateful for the many kindnesses shown us by our friends and for the many expressions of confidence which we have received.—Walter Kirwan and Emory Kirwan, of Kirwan Bros. Grain Co.



A special meeting of the board of directors of the Baltimore Chamber of Commerce, attended by the leading bank presidents of the city, was held Nov. 6 to discuss various phases of the failure of Pitt Bros. & Co. A joint committee was appointed to consider how to safeguard more effectively Bs/L and negotiable paper. It consists of three bankers representing the Baltimore Clearing House and the three members of the traffic committee of the Chamber of Commerce, Charles England, John M. Dennis and Walter Kirwan with Traffic Manager Herbert Sheridan acting in an advisory capacity.

Kirwan Bros. Grain Co., one of the largest firms in Baltimore, in business since 1888, was forced into bankruptcy Nov. 11 on petition of the First National Bank and the grain firms of Gill & Fisher and Hammond, Snyder & Co. and Louis Muller, one of the best known grain experts in this section, was appointed receiver for the defunct firm. Harry C. Hindes, treas. and financial agt. of the company, and William E. Marshall, a bookkeeper, were indicted on the charge of obtaining \$2,500 from the First National Bank on forged Bs/L. Both were taken into custody that night and held for \$25,000 bail each. They admitted they were responsible for the forged Bs/L which they alleged they issued to tide over the company's affairs, as it had been trembling for years. Marshall said he had frequently been compelled to fill out the bogus Bs/L at the point of a pistol in the hands of Hindes who threatened his life if he did not do his bidding; also that Hindes was at the bottom of the frauds and that the Kirwan brothers, like himself, were simply salaried men who "got not a cent of the bad money." Besides forging the car numbers and names of R. R. agents and shipping the stamps used by the agents at the shipping points and the one used by the banks in receiving the Bs/L are alleged to have been forged. The bank accepted the forged Bs/L as collateral and an official said the men's operations had extended over years, during which the bank lost from \$35,000 to \$50,000. Following the discovery of these conditions the directors of the Chamber of Commerce expelled Walter and Emery Kirwan and Hindes who composed the firm.

Representatives of the Baltimore Chamber of Commerce visited Washington, Nov. 17, and appeared before the Interstate Commerce Commission in the interest of lower grain rates to Baltimore from Illinois, Indiana and Ohio. The hearing was before Special Examiner Henderson, of the Commission. A ruling by the Commission is expected within a month. Baltimore's Chamber of Commerce was represented by attorneys Arthur George Brown and John B. Daish. Complaint was made against the Baltimore & Ohio Railroad, the Pennsylvania, the Northern Central and the P. C. & St. L. R. R. The grain rates were attacked as excessive and discriminatory against Baltimore in favor of St. Louis and Chicago. Counsel for the Baltimore Chamber submitted data showing that the corn receipts at Baltimore have fallen off from 17,311,847 bus. in 1905 to 10,428,779 in 1910, the reduction taking place while big increases in corn production is reported in the middle western states. J. D. Horner, of Lawrenceville, Ill., a grain dealer and elevator owner, served by the Baltimore & Ohio and the Big Four, said that the present rate to Baltimore of 17½¢ is too high. George S. Jackson said that the railroads had increased the rates from 14½¢ to 17½¢ on export grain. R. P. Blackburn, a grain dealer, testified that under present conditions nearly all grain handled by his firm first goes to Chicago. E. J. Lederer said that the high rate to Baltimore prevented this city from getting grain from southern Illinois compared with the Chicago rate. Data was submitted showing that the prohibitive tariff of the railroads virtually prevents Baltimore exporters from obtaining grain unless secured thru the Chicago market. The railroads were represented by counsel.—W.

The joint committee of the Baltimore Clearing House and Chamber of Commerce, which is considering the B/L problem, with the view of greater protection to both the merchants and the banks, is taking vigorous action to safeguard Bs/L. Pending some final settlement of the problem, it has been agreed that the Clearing House and Chamber of Commerce advise their members that after Nov. 15 no "order" Bs/L will be accepted as collateral unless the following is stamped or written upon it and properly signed by the cashier or other accredited agent: "Draft for \$—, to which this B/L was attached was received by the — bank, of Baltimore. (Date —, 19—.) (Signed) cashier." All banks assenting will agree that without exception they will only accept as collateral the Bs/L upon which this signed impression or writing appears. In its absence, there must appear in writing a statement signed by the proper agent of a delivery carrier in this city that such carrier has a manifest or other evidence of genuineness. Merchants entering the agreement will not offer or attempt to pledge with any banking institution in this city any Bs/L not vided as indicated. If any bank or collecting agency in this city declines to affix the required certificates, the drawees of drafts having attached bills shall advise the makers of the drafts that future drawings must be so routed as to reach one of the banks co-operating in the agreement and at the same time naming the banks assenting.—Baltimore Daily Produce Report.

## MICHIGAN.

Pigeon, Mich.—Farmers are considering building an eltr.

Fostoria, Mich.—E. R. Stiles has opened his new bean eltr.

Berlin, Mich.—I have sold to Blink Bros.—Henry A. Zwiers.

Menominee, Mich.—O. S. Winther is considering building an eltr.

Mt. Pleasant, Mich.—Chatterton & Son have installed a new grain drier.

Richville, Mich.—J. L. Ortner's new bean and grain eltr. has been completed.

Cass City, Mich.—The Cass City Grain Co. has installed a new Ellis Grain Drier.

Berville, Mich.—Bottomley & Dryer have equipped their eltr. with new bean machinery.

Fenton, Mich.—J. A. Thompson has equipped his plant with up-to-date machinery and is buying beans.

Shepherd, Mich.—The Gleaners Farmers Eltr. Co. has purchased the eltr. and business of Murphy & Mulray.

Otisville, Mich.—J. P. Burroughs & Son of Flint, Mich., have succeeded the Stockbridge Eltr. Co. at this point.

Jackson, Mich.—The Stockbridge Eltr. Co. has installed a new Cyclone Dust Collector.—The Knickerbocker Co.

Jackson, Mich.—S. M. Isbell & Co. have installed a U. S. Moisture Tester and a No. 3 Hess Drier.—R. W. Isbell.

Detroit, Mich.—The Michigan Farmers Eltr. Co. has been organized here to form such companies thruout the state.

North Branch, Mich.—The Harper Eltr. Co. has fitted up a bean picking room at its eltr. and will employ 30 girls.

Brown City, Mich.—The Eureka Eltr. & Mill Co. has sold its plant but the business will be continued under the same name, in charge of Mr. Townsend.

Vassar, Mich.—T. E. Johns of Sioux City, Ia., is closing up the business of the Vassar Hay & Produce Co., which was lately taken over by the Vassar Farmers Eltr. Co.

Tawas City, Mich.—The Tawas City Grain Co. will remove the machinery from the Schlechte Mill, which it recently purchased, excepting the feed grinding machinery, and convert the building into an eltr. and storehouse. It will buy grain, beans and peas. Clayton M. Davis is mgr.

a 25-h. p. engine and a 40-h. p. steam boiler and will heat the building with steam. This company shipped 80 of the 170 car loads of beans shipped from here last year.

Munger, Mich.—Arthur S. Tennant, who recently started in the grain business on a small scale, contemplates improvements at his eltr. and will install a 30-h. p. gas engine and grinder.

Detroit, Mich.—Botsford & Barrett have had new machinery installed in their bean eltr. in west Detroit, which has been enlarged and repaired by the Burrell Engineering & Construction Co.

Kinde, Mich.—The Farmers Grain Co. of Kinde is having an eltr. built by the Burrell Engineering & Construction Co., which will be equipped with a 20-h. p. gasoline engine and a Monarch Cleaner.

Akron, Mich.—The Hess Eltr. Co. is enlarging the capacity of its bean eltr., building a new picking room, installing more single pickers, one wide-belt picker and providing a new warm room for the picker machines.

Cass City, Mich.—The Farm Products Co. is just completing a new bean eltr., 22x32 ft. with 20-ft. bins, 16 of which have a capacity of 750 bus. each and each can take in 300 bus. per hr. on the new cleaner. The company is also installing

Detroit, Mich.—Receipts of grain in October aggregated 518,379 bus. of wheat, 142,140 of corn, 331,203 of oats, 81,850 of barley and 35,948 bus. of rye; compared with 188,074 bus. of wheat, 348,187 of corn, 255,722 of oats, 69,027 of barley and 31,226 bus. of rye received in the corresponding month last year. October shipments included 66,414 bus. of wheat, 57,254 of corn, 17,512 of oats and 10,028 bus. of rye; against 6,101 bus. of wheat, 317,241 of corn, 3,000 of oats and 25,752 bus. of rye shipped in Oct., 1910.—F. W. War-ing, sec'y Detroit Board of Trade.

## MINNESOTA.

Le Sueur Center, Minn.—Farmers will build an eltr.

Murdock, Minn.—The Cargill Eltr. Co. has closed its house.

Borup, Minn.—Farmers want to build an eltr. here next year.

Newfolden, Minn.—Farmers are considering building an eltr.

Trail sta., Gully p. o., Minn.—Farmers have held a meeting to organize an eltr. company.

Duluth, Minn.—The Globe Eltr. Co. has opened Consolidated Eltr. B which has been idle for a long time.

Owatonna, Minn.—Leonard Virtue has closed his eltr. for the season on account of poor crops in this vicinity.

Melby, Minn.—Johnson & Palmquist have closed their own eltr. and now buy in that of the Farmers Eltr. Co.

Ersine, Minn.—The Ersine Farmers Club will decide at its annual meeting, Dec. 8, whether it will build an eltr.

Waldorf, Minn.—Thos. Meaney has succeeded me as agt. for the Hunting Eltr. Co. at this station.—W. D. Miller, Mankato, Minn.

Pemberton, Minn.—The Hunting Eltr. Co. will build a new house here next spring and then use its present eltr. for coarse grain only.

Mankato, Minn.—The annual meeting of the Farmers Co-operative Eltr. Ass'n of Minnesota will be held here on the second Thursday in January.

Hayward, Minn.—I resigned my position with the Independent Grain & Lbr. Co. at Frost, Minn., and am now at this point.—P. J. Fibelstad, mgr. Farmers Eltr. Co.

St. Peter, Minn.—F. J. Cramer of Colton, S. D., and W. L. Sharp of Sioux Falls have bot of the receiver of the Plymouth Eltr. Co. its eltr. at this point, which was closed when the company went into bankruptcy. They re-opened it Nov. 20. Mr. Cramer has moved his family here and will manage the plant.



Warroad, Minn.—A. M. Landby of Swift, Minn., is interested in the farmers' company recently organized to build an eltr. at this point next spring and perhaps one at Salo.

Dennison, Minn.—The Dennison Farmers Merc. & Eltr. Co. is remodeling the house it recently purchased from the Amenla Eltr. Co. to use it as a storehouse for lime and cement.

Ashby, Minn.—The old eltr. of the Ashby Farmers Eltr. Co. was sold at auction recently. Salvold Bros. purchased the main building; H. O. Helby the horse power shed and John Thompson the office.

Barry, Minn.—D. D. O'Leary of Beardsley has succeeded me as local agt. for the Cargill Eltr. Co. After seven years at this station I resigned to be cashier in the Peoples State Bank at De Graff, Minn.—H. F. Larson.

Duluth, Minn.—A hearing in the Duluth Board of Trade's complaint before the Interstate Commerce Commission was held in this city, Nov. 22, before Commissioner Clark. The Duluth petition which was filed last spring, complains of discriminations by the railroads in favor of the twin cities in the framing of grain rates.

After more than two years' delay the state and the American Linseed Oil Co. met in U. S. Circuit court in Minneapolis, Nov. 16, to argue the validity of Minnesota laws regulating the sale of linseed oil. Almost a year has been spent in collecting evidence. The state forbids the sale of any not 97 per cent pure, and the company was charged with misbranding.

Stanton, Minn.—F. H. Sheppard and J. W. Alexander of the Northfield Farmers Merc. & Eltr. Co. have purchased the house here of the Stanton Farmers Eltr. Co., which they will operate under the firm name of Sheppard & Alexander, writes G. N. Knapp, sec'y. S. Farmers Eltr. Co. The eltr. is on the C. G. W. and has a capacity of 20,000 bus. Its equipment includes dump and automatic loading scales, new cleaner, 16-h. p. gas engine, 4-roll feed mill, cob crusher and new coal sheds. The property was sold at auction as the Stanton Farmers Eltr. Co. was bankrupt, altho it had an exclusive trade in grain, mill feed and coal in an excellent farming community and its annual business aggregated \$70,000. The eltr. has been re-opened under the management of Mr. Sheppard, one of its proprietors, who will move his family here when he obtains a suitable house. Charles Zimmerman has been engaged as assistant at the eltr.

#### MINNEAPOLIS LETTER.

Charles A. Eaton has become mgr. of the Concrete Eltr. Co. owned by E. Woodworth.

The German Stock Food Co. of Minneapolis has been reorganized with Fred W. Johnson as pres., treas. and mgr.; D. C. Hopkins, sec'y.

A new rule of the Minneapolis Chamber of Commerce makes it a misdemeanor for a member to accept a speculative order from an employee of another member unless the employee is himself a member. Full penalty for uncommercial conduct will be enforced against offenders.

The petition of the Gt. Northern R. R. Co., that was to have been heard Nov. 16, for permission to advance switching rates on grain from Minnesota Transfer, Minn., to Minneapolis from \$1.70 per car to 2c per cwt., is likely to be deferred until Jan. 16, when the question of switching charges in this city in all its phases will be taken up by the Minnesota R. R. and warehouse commission.

Fire that started in the engine room of the G. E. Gee Grain Co., Nov. 23, badly damaged the auxiliary building, a 4-story brick; loss estimated at \$4,000. Above the engine room are corn bins that burned with a small amount of grain. The eltr. was saved by the daring work of a fireman who, by means of a long ladder, climbed high on the side of the building and cut down two heavy metal grain chutes that connected the two structures, while a draft was carrying the flames into the chutes towards the eltr.

#### MISSOURI.

Canton, Mo.—We have bot the eltr. of Haney & Prindiville.—Haney & Wiss.

Elmo, Mo.—J. F. Cook and I have bot the eltr. of Walkinshaw & McKee on the Wabash R. R. at this place.—H. F. Leet.

Irwin, Mo.—Work on the corn eltr. for the Lipscomb Grain, Seed & Coal Co. of Liberal, Mo., here, has been started by the P. H. Pelkey Const. Co.

Marysville, Mo.—J. F. Cook and I have formed a partnership to handle grain at Marysville, Mo., on Burlington and Wabash R. R., Wilcox, Mo., on the Wabash-Burlington Jct. on the Burlington and Wabash, and Dawsonville, on the Wabash.—H. F. Leet, formerly of Leet & Hosmer.

#### KANSAS CITY LETTER.

C. A. Wolaver, of the Mammoth Milling Co., Muskogee, Okla., has bot the Board of Trade membership of O. V. Dodge and will locate here.

J. H. Blood, traveling representative for Goffee & Carkener, has resigned his position to become mgr. of the Alexandria Milling Co. at Alexandria, La.

J. M. Rutherford, formerly a member of the K. C. Board of Trade, may give up his milling business in Louisiana and Texas and again enter the grain trade here.

Members of the Board of Trade Grain Club recently held a banquet for J. G. Goodwin, for the last ten years chief of the Kansas City Grain Weighing Bureau and presented him with a camping outfit in recognition of his work in establishing a high reputation for grain weights in this market.

The trustees of the defunct Harroun Commission Co. and A. L. Harroun and El. C. Fletcher have been made defendants in a suit for \$50,000 actual and \$50,000 punitive damages by J. Sidney Smith who claims that he has been unable to meet his obligations on account of attachments on his property and bank account by the defendants. In 1901 Mr. Smith was closely connected with the Harrouns and notes signed by him to the amount of \$19,000 were found by the trustees when the Commission Co. went into bankruptcy and enforced collection was started. It is claimed by Mr. Smith that the notes were given without consideration and were merely to enable the Harroun Co. to make a good showing in an embezzlement suit brought against them in St. Joseph and that it was understood that no collection was to be made on the notes and they were not to be used as collateral. The trustees secured a \$30,000 judgment, however, and tied up his bank account, while the case is pending on appeal to the Missouri Supreme Court.

#### ST. LOUIS LETTER.

Judgment for \$1,850 was awarded to Starr & Struiff in their \$15,000 suit against the Stanard-Tilton Milling Co. for damages to a building adjoining a grain eltr. The great weight of the eltr. which is 210 ft. high, has caused the ground to settle a foot or more and Starr & Struiff's building was wrecked.

John Dower, supervisor of the department of weights of the Merchants Exchange, reports that there were received in St. Louis during October 228 cars with leaking grain doors, 20 leaking over grain doors, 1,496 with leaking boxes, 88 with leaking end windows, 654 cars not sealed, 13 with end windows not sealed and 72 with end windows open.

The Elmore-Schultz Grain Co., with a capital stock of \$50,000 has been incorporated with W. A. Thompson, of Louisville, Ky., pres.; Trave Elmore of Ashland, Ill., vice-pres. and treas.; John Schultz of Beardstown, Ill., and V. C. Elmore and Ed Beggs of Ashland, Ill., directors. An office has been opened in the Pierce Bldg. and C. P. Cummings will have charge of the cash grain department, the option business being in the hands of H. C. Bailey.

The weighing fee on grain at the National Stock Yards was reduced from \$1.40 to \$1.00 per car, Nov. 9, by directors of the Merchants Exchange.

John L. Rodgers, vice-president of the Sherry-Bacon Grain Co., died Nov. 11, following a stroke of apoplexy in his office in the Chamber of Commerce building. Mr. Rodgers came to this city in 1905 from Baltimore where he was engaged in the grain business and until two years ago was the St. Louis representative of the Armour Grain Co. The body will be taken to Baltimore for burial.

Members of the Merchants Exchange declared that the present grain weighing system is driving the grain away from St. Louis by excessive charges, at a recent public hearing of the bill granting the Exchange the right to maintain a scale at Second and Taylor Sts., and stated that they would weigh the grain at cost if allowed the privilege of operating a scale at that point. R. J. Annan, Jr., sec'y of the exchange weighing committee, said that the present scales, operating publicly under a grant from the city, charge 20c a wagonload, making the charges from \$1.20 to \$2.40 a car and therefore grain shippers send their grain to other cities. The eltr. grain weighing charges are only 70c. Permission has been secured for the erection of the scales by the Exchange from the C. B. & Q. R. R., whose property adjoins the proposed site. The present scale owners are fighting the proposed grant on the ground that the Exchange has no right under its charter to conduct a scale. At the close of the meeting the vote stood 28 for and 7 against the proposed ordinance.

The Burlington, Rock Island, Missouri Pacific and other western railroads running into St. Louis will probably be asked for a reduction in grain rates by the St. Louis grain interests on account of the United States Supreme Court's decision in reference to prohibiting the railroads west of the Mississippi from allowing a division of rates to Missouri river point eltr. companies for "elevating grain in transit," which reversed the order of the Interstate Commerce Commission, issued in June, 1908. Thomas K. Martin, sec'y of the St. Louis Grain Club, says: "We probably will ask the railroads to equalize the advantage now enjoyed by Kansas City, Omaha and other cities west of the Missouri River, by reducing the rates on wheat and corn into St. Louis. The railroad elevation at the Western points means a  $\frac{3}{4}$ c per 100 pounds advantage to the grain markets at those points over St. Louis. If the rate on wheat, which is now 9c per 100, be reduced to  $8\frac{1}{4}$ c, and that on corn from 8 to  $7\frac{1}{4}$ c, the St. Louis grain market would be put on a par with their Western competitors. There is a relative difference of almost  $\frac{1}{2}$ c per bushel on grain between the points named as a result of the allowance. We do not want railroad elevation in St. Louis, as we do not think it would be just. The railroads own a number of elevators at the other grain centers, while here the elevators are operated by private concerns. When elevation was asked for by the local grain people, years ago, the railroads said they could do nothing for us, as it would be illegal, it having been so held by the Interstate Commerce Commission. Now that the question has been settled, they ought to aid the local market."

#### MONTANA.

Wibaux, Mont.—The eltr. of the Farmers Eltr. Co. at this point was damaged by fire.

Colver, no station, Mont.—The Farmers Eltr. Co. of Lewiston, Mont., will build an eltr. here.

Savage, Mont.—The Gate City Eltr. Co. of Glendive will build an eltr. at once. Wm. Heath has the contract. The Valley Mercantile & Lumber Co. will also build an eltr.



## NEBRASKA.

Trenton, Neb.—The O. M. Kellogg Grain Co. has succeeded the Benedict-Blanchard Co.—Milburn-Smith Grain Co.

Hastings, Neb.—John F. Foster of York has succeeded S. J. Owens as mgr. of the eltr. of the Farmers Grain & Supply Co.

Stamford, Neb.—The Central Granaries Co. has closed its eltr. here and I am no longer agt. for the company.—A. S. Palmer.

Clay Center, Neb.—J. C. Casper, former mgr. of the Updike Grain Co., died Nov. 13 from an attack of heart disease and rheumatism.

Fremont, Neb.—The Nye Schneider Fowler Co. has filed suit for \$511.41, alleged over-charges on wheat shipments, against the Northwestern Railroad Co.

Nebraska City, Neb.—Joseph Miller, employed by the Duff Grain Co., suffered severe injuries to his eyes, recently thru the explosion of a boiler compound he was using.

Manley, Neb.—We are installing a 1500-bu. Richardson Automatic Scale in our eltr. and have just completed a new coal shed with a capacity of 200 tons.—Keckler & Scharer.

Roseland, Neb.—We are repairing our eltr. and adding a Birchard Distributing Spout and steel leading spout and a Richardson Automatic Scale. G. H. Birchard is doing the work.—M. J. Stoetzel, mgr. Roseland Grain & Supply Co.

Fairbury, Neb.—The Fairbury Mill & Eltr. Co., successors to McDonald & Mendenhall, incorporated, capital stock \$55,000,000; incorporators, J. B. McDonald, pres. A. M. Berry, vice-pres., Ed. H. Mohrbacher, sec'y and treas. and W. E. Lea, mgr.

Lincoln, Neb.—Thos. Cochrane and the Thomas Cochrane Grain Co. have filed separate answers to the suit brot against them by the Hubbard & Moffitt Commission Co. of St. Louis, for money alleged to be due for grain bot and sold for the defendants and the Thomas Cochrane Grain Co. of St. Louis, claiming that the St. Louis firm is a distinct corporation and they are not therefore liable for its debts.

## OMAHA LETTER.

The Farmers Co-operative Grain & Live Stock State Ass'n will hold its ninth annual meeting, Jan. 10 to 12, at the Mil-lard Hotel, Omaha.

N. S. Short, recently charged with selling sacks of cracked corn short two and three pounds to the sack, was discharged by the court when he proved that he sold the grain in the original sacks, delivered to him from Iowa.

Officers of the Omaha Grain Exchange elected Nov. 9 are E. P. Peck of the Omaha Eltr. Co., pres.; J. W. Holmquist and W. J. Hynes, vice-pres.; Sherman Saunders, treas.; J. A. Kuhn, J. A. Covers and F. H. Brown, directors. F. P. Manchester, sec'y, continues to hold office by appointment.

Many managers of the co-operative farmers eltrs. tributary to the Omaha market held a meeting at the Rome Hotel Nov. 21 and listened to addresses by C. Vincent of the Farmers Grain Co., Sec'y Stryker of the Live Stock Exchange, Chief Grain Inspector Powell and Sec'y F. P. Manchester of the Grain Exchange. A banquet was given in the evening with Vice Pres. J. W. Holmquist of the Grain Exchange as toastmaster, among the speakers being Geo. Schroeder, pres. and I. S. Henjum, sec'y of the Farmers Eltr. Managers Ass'n, W. B. E. Essick and C. Vincent.

## NEW ENGLAND.

Portland, Me.—W. P. Chase, representing Chicago and Minneapolis shippers as broker, died last June.—F. J. Burbank.

Exeter, N. H.—H. H. Morrill and H. H. Kirk have bot the grain business of F. S. Kirk and will conduct it under the name of Kirk & Morrill.

Boston, Mass.—W. T. McLaughlin Co. incorporated to deal in feed and grain; capital stock, \$50,000; incorporators J. M. T. McLaughlin, Clarence W. Maguire, Timothy J. McLaughlin.

Lawrence, Mass.—The heavily stocked grain and hay warehouse of the H. K. Webster Co. was damaged Nov. 14, to the amount of \$25,000, by a fire believed to be of incendiary origin. The loss is fully covered by insurance.

Caribou, Me.—The Stanley, Harlow & Hight Co. organized for the purpose of conducting a wholesale business in hay, grain and produce; capital stock, \$10,000, \$2,000 paid in; officers, Clarence S. Harlow of Boston, Mass., pres.; Edward L. Hight, treas.

Springfield, Mass.—The Massachusetts Corn Show was a great success and according to the Ass'n proved conclusively that corn can be raised in this state at the average cost of 35c per bu. and that the yield per acre here is greater than in the great corn belt. Lester S. White, of Collinsville, Conn., broke the world's record for corn production on a yield of 112 bus. of shelled corn to one acre, receiving prizes to the amount of \$700.

## NEW JERSEY.

Jersey City, N. J.—Samuel Brown, formerly cashier of the Long Dock Mill & Eltr. Co., received a three-year penitentiary sentence recently, having been found guilty of conspiracy to destroy the office of the firm and wipe out damaging evidence of shortages in his accounts.

## NEW YORK.

Geneva, N. Y.—The Patent Cereals Co. has completed its 50,000 bus. storage addition, consisting of four concrete tanks and interspaces. The Monarch Engineering Co. did the work.

Schenectady, N. Y.—The Devenpeck Coal Co., incorporated to do a general coal and grain business; capital stock, \$30,000; incorporators, L. W. Devenpeck, C. E. Devenpeck, J. W. Smitley.

Auburn, N. Y.—Our eltr. will be equipped with a large capacity Otto Gas Engine with dynamo attachment for the lighting of the plant, at an early date.—E. W. Cady, treas. Cady & Co.

## BUFFALO LETTER.

The Francis Perot Sons Malting Co. has completed its steep-house addition and installed the new machinery. The work was done by the Monarch Engineering Co.

The Kam Malting Co. has completed a fire-proof warehouse for storing bag material and has also installed a new machine at its eltr. for the cleaning of barley and malt. The Monarch Engineering Co. had the contract.

Spencer Kellogg & Sons have finished the 150-ft. concrete dock, adjoining their recently completed 1,000,000-bu. eltr. which is located on their private slip in the Buffalo river. The Monarch Engineering Co. did the work.

A very large percentage of the corn arriving is grading musty and hot. Sold some very badly damaged mahogany at 50c, Nov. 20. The better grades, even tho heating, are selling as high as 63c. Not so much moisture as last year, but the tendency to heat is greater.—H. T. Burns, pres. Burns Grain Co.

The Ontario Eltr. case has been continued, the Court of Appeals reversing the decision of the lower court and ordering a new trial. The Ontario Eltr. collapsed Oct. 30, 1904, the loss amounting to \$200,000. The insurance companies refused to pay \$94,500 insurance carried on the building and contents as they found no evidence of fire. The owner claims that the loss was due to a dust explosion, which would make a fire loss even tho the building did not burn. The lower court decision however found that the foundations were weak.

The rate for winter storage of grain, Dec. 1 to April 15, is the same as for last year, being 2½c per bu. flat in steel and 1½c in wooden houses. Unless contract is made with the sec'y of the ass'n, for these special rates, regular storage rates will be charged.

Spencer Kellogg & Sons have let the contract to James Stewart & Co. for the erection of a marine storage tower 25 ft. inside diameter and 160 ft. high, to be of concrete construction and connected with the new house by a steel bridge, with a tunnel from the tower under the mill. The foundation has been put in and work on the upper part will proceed as the weather permits.

## NORTH DAKOTA.

Pittsburg, N. D.—Wm. Ion, mgr. of the Andrews Eltr. Co., was caught in the governor of the engine at the eltr. and seriously injured Nov. 1.

Turtle Lake, N. D.—The Railway Commission has made an inquiry into the failure of the Farmers Eltr. Co.

Pillsbury sta., Hope p. o., N. D.—Pillsbury Farmers Eltr. Co. incorporated; capital stock \$25,000; incorporators Nels Olson, Wm. Bar, Geo. A. Lemly.

Coulee, N. D.—H. E. Strobeck has succeeded me as mgr. of the Dakota Farmers Eltr. Co. and I am not in the grain business at present.—Olof Ribb.

Aneta, N. D.—Albert Wells, acting as agent for a number of Nelson County farmers, has bot the eltr. of the Farmers Eltr. Co., on foreclosure of mortgage.

Hillsboro, N. D.—The Equity Eltr. & Trading Co., organized, capital stock \$15,000. Geo. A. Edmonds is mgr.—J. S. Broberg, mgr. Taft Farmers Eltr. Co.

Englevale, N. D.—Sorenson Grain Co. Eltr. Co. has bot the eltr. of the Great Western Eltr. Co. Thos. Oien is agt.—G. K. Opgaard, agt. Andrews Grain Co.

## OHIO.

Lima, O.—The Ward Grain Co. has been organized, with A. T. Ward as pres.

Ada, O.—McAtee & Son are now operating the Smith Eltr. at this place.

Cleveland, O.—The Cleveland Grain Co. has moved its office to the New Engineers Bldg.

Hicksville, O.—E. C. Bear, grain dealer, was recently elected mayor by a good majority.

Bookwalter, O.—Paul Bros. have bot my eltr., taking possession Nov. 14.—Henry Bucher.

Haviland, O.—L. W. Baker has bot my eltr. and I am out of the grain business at present.—C. W. Mahan.

Waverly, O.—John B. Johnston bot the mills and eltr. of the Pee Pee Mfg. Co. at the recent auction for \$9,070.

Columbus, O.—We are getting lots of hot corn and strange to say on short hauls.—A. H. Cratty, Scott & Woodrow Co.

North Baltimore, O.—Fred Kalmbach of Francisco, Mich., has bot the eltr. of the Nusby & Van Brimer Eltr. & Hay Co.

Toledo, O.—Many grain men are members of the Inverness Club whose house burned Nov. 11. Fred Mayer is president.

Vanue, O.—H. B. Tippin has bot the eltr. owned and operated by Chas. Sutter.—W. H. Fike, mgr. Miller, Fike & Delinger.

Sycamore, O.—The Sycamore Grain & Milling Co. incorporated; capital stock \$75,000; incorporators T. E. Underwood and others.

Weavers Station, O.—The eltr. of Davidson & Owens was recently burned to the ground, with a loss of \$4,500, partially covered by insurance.

Bell Center, O.—Keller & Gebby of Bellefontaine, O., have bot the eltr. of Noggle & Baird for \$10,000 and now have a line of four eltr. between Kenton and Bellefontaine.



Vaughnsville, O.—The funeral of Mrs. Risser, mother of D. R. Risser, the well known eltr. operator and owner, was held Nov. 4 and was attended by many grain merchants and shippers.

Cincinnati, O.—Members recently admitted to membership in the Chamber of Commerce are Leonard W. Fey, George W. Cleveland, Ephraim E. Dannemann, James Manson Brafford and Burtis S. Gale.

Findlay, O.—The Ohio Hay & Grain Co. is drilling a 1,300 ft. gas well near its eltr. and hopes to obtain gas enough to operate it. Shale gas has been reached at 700 ft. and the indications point to a success.

Gibsonburg, O.—The recently incorporated Gibsonburg Eltr. Co. will take over the eltr. of the Zorn-Hornung Co. J. F. Sherrard is president of the company, Henry Yeastings, vice-pres., Thomas J. Hahler, sec'y. and August Smith, treas.

Marion, O.—A judgment for \$1,433 with interest from July, 1906, has been awarded to Samuel H. De Long, receiver for the Barnhouse Seed & Grain Co. in his suit for an accounting against J. P. Barnhouse, former pres. and general manager of the company.

Fostoria, O.—The roof of the mill building proper and a part of the roof of our large warehouse were damaged in the recent wind storm here. We were considerably inconvenienced until we could have the roof replaced.—L. A. Mennel, vice-pres. Harter Milling Co.

Marion, O.—An answer and cross petition in the foreclosure proceedings of Christian Klientz against August Kull, setting up a judgment for \$33.72 against Kull given recently by a local magistrate, has been filed by Rosecoe Oborn as receiver for the Ohio Milling & Eltr. Co.

Green Creek, Fremont p. o., O.—G. E. Sommers has completed his new 20,000-bu., iron clad eltr. The equipment includes two stands of eltrs., manlift, Western Sheller, Invincible and Clipper Cleaner, and a 25-h. p. gas engine. McAllister & O'Connor had the contract.

Cincinnati, O.—Receipts of grain at Cincinnati during October included 91,642 bus. of barley; 442,629 bus. of corn; 523,634 bus. of oats; 65,428 bus. of rye and 334,000 bus. of wheat. Shipments for the month included 4,010 bus. of barley; 190,428 bus. of corn; 261,220 bus. of oats; 22,666 bus. of rye and 83,736 bus. of wheat.—W. C. Culkins, sec'y Chamber of Commerce.

Most corn growers have doubtless observed an unusual amount of molded and rotted ears of corn in the crop of 1911, as well as a great number of ears with soft or rotted cobs. The real cause is to be found in certain kinds of parasitic fungi which attack somewhat immature corn under the favorable weather conditions. In Ohio a new fungous parasite has been discovered during the season of 1911, which is referred to the genus *Coniosporium*. At Wooster and in Paulding county, from which it was first obtained last spring, the *Coniosporium* appears to be responsible for a larger amount of injury in 1911 than all the others combined. The most conspicuous symptom of this ear-rot or cob-rot is possibly the collapse of a large number of diseased cobs. The infection may occur either at the base or at the tip of the ear; at the base the whole ear is involved, in the tip infection it may involve only the tip portion, causing dwarfing and collapse. The fungus shows as an obscure, dark covering on that part of the outside of the cob which embraces the points of the kernels and the adjacent portion of the kernels. This disease, together with other ear rots of corn, is being investigated by E. G. Arzberger, Assistant Botanist, who will expect to publish his results as soon as sufficiently advanced. Meanwhile, corn growers will assist the department in its work by generous responses to the questions submitted in bulletin No. 330 on "Corn Molds and Ear Rots," by the Department of Botany, Experiment Station, Wooster, O.

Hughes sta., Bethany p. o., O.—Harry Hughes has let the contract for a 12,000-bu. cribbed eltr., the main building to be 24x36 with a 12x36 drive addition and a 12x15 office, to be covered with metal roofing and siding. It will be equipped with a 30-h. p. gas engine, two dumps, Western Sheller, Monitor Combined Grain and Corn Cleaner, Howe Compound Wagon Scale, automatic scale, manlift, feed grinder, power overhead dumps, and two stands eltrs. with 7x12 cups. H. C. Teeter has the entire contract.

## OKLAHOMA.

McAlester, Okla.—P. C. Traver has opened a grain brokerage office here.

Hobart, Okla.—The Hobart Mill & Eltr. Co. has closed its line of eltrs. Lack of crops is the reason.

Pryor, Okla.—Hogan-Hayden & Co. has been admitted to membership in the Oklahoma Grain Dealers Ass'n.

Billings, Okla.—Dan Neal has been laid up with a fractured knee. C. F. Prouty, sec'y Okla. Grain Dealers Ass'n.

Renfrow, Okla.—The Renfrow Grain & Fuel Co. has covered its eltr. with galvanized iron siding.—J. W. Reser.

Apache, Okla.—C. A. Blair has succeeded J. W. Douglas as agt. for the Chickasha Milling Co. Mr. Douglas is in Canada.

Oklahoma City, Okla.—John M. Martin, engaged in the grain business here since 1889, died Nov. 9. He is survived by two daughters and four sons.

Oklahoma City, Okla.—E. V. Mashburn, formerly with the Oklahoma Export Co., has accepted a position with the Nevling Eltr. Co. at Wichita, Kan.

Hobart, Okla.—Mr. Erdwurm, formerly with the Hobart Grain Co. which is out of business, has resumed his position as mgr. of the Hobart Mill & Eltr. Co.

Renfrow, Okla.—The metal sheathing of the eltr. of J. W. Reser saved it from destruction Nov. 13, when a burning box car was run upon the switch just below the eltr. and the high wind carried a shower of sparks and flames over it.

Oklahoma City, Okla.—Grain appealed from the inspection department is keeping the appeal inspection committee busy. It is mostly northern grain eltr. mixed with a feed of stack and bin burnt wheat running thru it. Receivers do not want it at any price.—C. F. Prouty, sec'y Okla. Grain Dealers Ass'n.

Oklahoma City, Okla.—A note of warning may not be ill-timed in regard to allowing grain handled through your elevators to be mixed with foreign substance. Particularly is this true of the mixture of kaffir corn with wheat. Where both are handled through the same elevator, greater care should be exercised in order to avoid violating the laws of the state. Investigation is already begun by the State Pure Food Dept. and a plea of accidental mixture will not be a valid excuse.—C. F. Prouty, sec'y.

Oklahoma, Okla.—The state food and drug department will investigate the alleged adulteration of wheat with a small per cent of kaffir corn at various eltrs. and will determine whether the adulteration is accidental, due to the use of cars for the transportation of wheat that have not been properly cleaned after kaffir corn shipments or to carelessness at eltrs. in handling the wheat after the handling of kaffir corn, or whether it is done intentionally, in which case prosecution will be begun. One of the many complaints received by the department recently alleges that as much as 1 per cent of kaffir corn has been found in the wheat. Grains of kaffir corn are so small that they will go thru a wheat screen and it is practically impossible to separate them.

## OREGON.

Carlton, Ore.—The Johnson Eltr. & Warehouse Co. has bot the warehouse and business of the J. B. Fryer Co. Last year it bot the Howe Eltr. and Warehouses and has equipped them with new machinery.

## PENNSYLVANIA.

Phoenixville, Pa.—Elmer E. Kulp, a prominent grain and feed dealer here, has been arrested and was released on \$3,000 bail, on a warrant sworn out by the Farmers & Mechanics National Bank, on the charge of obtaining \$4,000 from the bank on forged Bs/L. Mr. Kulp has been a member of the Philadelphia Commercial Exchange since 1900. It is said speculations in mines and stocks have caused his downfall.

## PHILADELPHIA LETTER.

The grain warehouse and mill of Jacob Rosenberg and several adjoining properties were destroyed Nov. 13 by fire, believed to be of incendiary origin, causing a loss of \$70,000, insurance \$10,000.

New corn from the West is not arriving very freely. The principal arrivals as yet have been from nearby points, mostly Delaware. Nearby corn both shelled and on the ear is in good demand here.—C.

The Pennsylvania Railroad Co. will build a concrete eltr. of 1,000,000 bus. capacity at Girard Point. It will contain grain driers and up-to-date machinery. The eltr. will cost \$1,000,000 and will provide Philadelphia with the most up-to-date grain handling facilities.

Prof. P. G. Holden, sup't of Agriculture Extension of Iowa and Bert Ball, sec'y of the Crop Improvement Com'te of the Council of Grain Exchanges, recently addressed the members of the Commercial Exchange on the subject of the more scientific culture of grain and general crop improvement.

This market has shown a marked preference for Michigan oats but recently Michigan shippers have not been offering owing to the short crop in that state. Michigan shippers write that buyers in their own state are bidding more for oats for home consumption than Philadelphia can pay.—C.

E. K. Lemont & Son have installed a Long Distance telephone on their table on "Change" for the convenience of their out-of-town customers. Mr. Rockefeller, who operates the grain and feed end of this company, reports having some excellent business and looks for a continuance of good business.—C.

Mill feeds have shown a much better tone the past week. Transit bran is well cleaned up and interior buyers are coming in well at the late advance. A prominent jobber today when asked his opinion on bran said, "It would not surprise me to see bran selling at \$30 in Philadelphia before Spring."—C.

## PITTSBURGH LETTER.

We have been getting considerable new corn, in good condition so far.—Herb Bros. & Martin.

Business is very quiet; demand good but receipts light. Our market is out of line.—F. L. Stewart.

J. A. Clark will re-enter the hay and grain business in partnership with Armstrong Bros. on the North Side.—W. F. Heck.

The Pittsburgh dealers are in the market for wheat straw and are paying attractive prices. The market for rye straw is becoming smaller.—W. F. Heck.

Pittsburgh dealers are having more than usual trouble this fall with corn in standing up to the moisture test. There has been a great deal of wet weather especially early in the fall and corn in shock was badly damaged. Some corn is arriving in a badly heated condition while other stocks are so damp that they are unsalable until put through an elevator.—L.



The daily sessions of the Pittsburgh Grain & Flour Exchange are enlivened these cold days by an improvised glee club which is no mean aggregation of musicians.—L.

Henry J. and Frank H. Spuhler, trading as Spuhler & Co., Isaac N. and P. C. Harkless, trading as Harkless & Co., and the Keystone Commission Co. have been made defendants in a bill of complaint filed here by the Chicago Board of Trade in the United States Circuit court, charging them with surreptitiously obtaining the boards quotations and using them in conducting bucket shops.

A little falling off is noticed in the demand for oats attributed chiefly to the fact that street work is nearing the end for this season, and that retail firms are beginning to hedge their orders for the usual holiday dull period. Receipts have been not over heavy recently and practically every car that comes in is taken up quickly. In fact it is a frequent occurrence for some dealer to be caught short and pay a good round price for a car or two to make out at all.—L.

George C. Jaeger, Roy V. Harper and T. J. Ellwood have bot the property of the Pittsburgh Eltr. Co., owned by the Morton Hay & Grain Co., and will operate under the name of the Exchange Eltr. Co. for which they have applied for a charter. The eltr. has a capacity of 80,000 bus. and with the hay sheds cost \$30,000 four years ago. The new company will make many improvements, among them being additional storage tanks with a capacity of 100,000 bus. and will overhaul the eltr. Mr. Ellwood is pres., Mr. Jaeger, vice-pres. and Mr. Harper, sec'y-treas.

The Grain & Flour Exchange entertained right royally the grain trade of western Pennsylvania at their spacious rooms on the evening of Wednesday, Nov. 8. Every man present, and there were more than 200 of them, voted the affair by far the most successful that the Pittsburgh Exchange ever pulled off. Its entertainment committee was warmly congratulated on the result of its efforts and it is likely that hereafter the annual get-together meeting of the grain and flour interests of western Pennsylvania will be held in the quarters of the Exchange instead of at a hotel as formerly. The solid fun started at 6:30 o'clock with a buffet lunch served in the meeting room of the Exchange. This spread was fit for a king and was dealt out with a most liberal hand. Behind the long lunch counter several well-known grain men of Pittsburgh officiated in white aprons and skull caps while in the improvised kitchen one of the finest caterers in Pittsburgh produced the goods. At 8 o'clock the entertainment of the evening started in the big lecture and concert hall on the ninth floor. Special features had been arranged weeks in advance and the talent which was present was familiar to all theater-goers of Pittsburgh this week. From the time the theatrical stars started the fun until the curtain rang down well toward midnight there was not a let-up in the enthusiasm or applause. Music of a fine sort was rendered by the Wagoner Quartette, Schaffer sisters and other well known talent. That prince of vaudeville entertainers, H. W. Kline, was present in his very best form. From his intimate knowledge of the grain business and his acquaintance with practically all the men on the Exchange he was able to make a round of splendid hits that brought down the house. Splendid vaudeville specialties were also put on by other entertainers including George S. Hall and Geo. Spedden and some first class lady performers. This gathering of the Exchange is only typical of its enthusiastic workings the past year. At no time in its history has the Pittsburgh Exchange been so prosperous or its affairs in such a good condition.—L.

## SOUTH DAKOTA.

Garretson, S. D.—Lembcke & Beck have succeeded Swoyer & Lembcke.

Jefferson, S. D.—The Truax Eltr. was bot by J. J. Mullaney recently.

Salem, S. D.—A stock company has bot the eltr. of H. W. Schneider & Co.

Langford, S. D.—The Langford Farmers Eltr. Co. is in the hands of a receiver.

Pierre, S. D.—The Farmers Union Grain Co. incorporated; capital stock \$5,000.

Jefferson, S. D.—J. J. Mullaney, of Sioux City, has bot the eltr. of the King Eltr. Co.

Geddes, S. D.—Walter I. Hooker has opened the eltr. of the South Dakota Grain Co.

Big Stone, S. D.—Rebuilding of the Empire Eltr. recently burned, has commenced.

Winner, S. D.—The Nye-Schnieder-Fowler Co. has commenced work on its new eltr. here.

Emery, S. D.—The Hofer-Tschetter Grain Co. of Bridgewater has bot the eltr. of J. E. Carlon.

Freeman, S. D.—The Merchants State Bank now owns the Frederick Eltr. but is not operating it at present.

Waubay, S. D.—The Farmers Eltr. Co. has been declared bankrupt by a jury in the federal court at Aberdeen.

Spencer, S. D.—C. Freiderich of Tripp, S. D., has bot the eltr. of J. J. Mullaney.—E. H. Moreland, Luverne, Minn.

Sunnyside, S. D.—Michael McManus & Son, of Yankton, have bot an eltr. here and will engage in the grain business.

Wakonda, S. D.—E. A. Harseim is no longer mgr. of the Farmers Co-operative Eltr. Co. here, having moved to White, S. D.

Raymond, S. D.—The eltr. of the Farmers Eltr. Co. and our eltr. are the only ones open here.—J. S. Foster, agt. G. W. Van Dusen & Co.

Madison, S. D.—Creditors have filed a petition of involuntary bankruptcy against Larkin & Metcalf with headquarters here and eltrs. at Lily, Winfred, Colman, Waubay, Vilas, Ramona and Sioux Falls, the claims amounting to \$9,547.24.

Verdon, S. D.—The directors of the South Dakota Eltr. Co. were authorized, Nov. 4, to dispose of all stock on hand and to deposit the money received from the sale, pending settlement with the creditors, and Nov. 6, J. G. Brady was appointed to take care of this matter.

Marion Junction, S. D.—The Farmers Co-operative Co. has bot the eltr. of the Reliance Eltr. Co. and will also build another eltr. in the spring.—The Farmers Eltr. Co. succeeded C. W. Thompson and Way & Thompson and own two eltrs. This is purely a stock company with 27 stockholders and is not co-operative. F. E. Way is mgr.

## SOUTHEAST.

Greenville, S. C.—The warehouse of the A. M. Hayes Wholesale Grain & Produce Co. recently burned.

Montgomery, Ala.—We have gone out of the grain business.—W. D. Stegall, of Stegall Grain & Milling Co.

Richmond, Va.—The Richmond Grain & Cotton Exchange has adopted the uniform grades of the Grain Dealers National Ass'n.

Savannah, Ga.—The government is making an investigation of the alleged restraint of trade among a number of grain dealers here.

## TENNESSEE.

Memphis, Tenn.—P. A. Patrick & Co. have gone out of business.

## TEXAS.

Fort Worth, Tex.—J. A. Ivy has opened a grain brokerage office in the Exchange bldg.

Dallas, Tex.—Linz Bros. will spend about \$3,000 in remodeling and repairing their eltr.

## LIGHTNING RODS PURE COPPER CABLE

Approved by the leading Mutual Fire Insurance Companies  
Protect your buildings from lightning and reduce your fire risks.

Write for Catalogue and particulars  
THE STRUTHERS COMPANY - Peoria, Ill

## EUGENE M. BORNHOFF

## BLACK BOARDS

For Stock and Grain Houses  
THE ROOKERY CHICAGO

## Sample Envelopes

Non-Sifting

Designed especially for mailing samples of grain and seed. Specimens Free.

TULLAR ENVELOPE CO.  
67 Larned St. Detroit, Mich.

## Reduce Your Fire Insurance

The decrease in rate soon pays for the

## Automatic Hot Journal Alarm System

Installed in 75 Terminal Elevators.

Western Fire Appliance Works  
542 S. Dearborn St., Chicago, Ill.

## Best for You

THE largest, strongest and most efficient live stock commission organization in the world.

The fact that we handle more cattle, sheep and hogs than any other firm in existence, speaks for itself.

It is always safe to consign to

CLAY, ROBINSON & CO.  
LIVE STOCK COMMISSION

Chicago  
Sioux City  
So. St. Joseph  
East St. Louis  
Denver

So. Omaha  
Kansas City  
So. St. Paul  
East Buffalo  
Fort Worth

## YOU

Can find no present more acceptable to the progressive grain dealer than a paid up subscription to the Grain Dealers Journal.



Dallas, Tex.—The annual convention of the Texas Industrial Congress will be held here Dec. 20 when \$10,000 in gold will be distributed in prizes. Fifteen prizes will be awarded the largest and best crops of corn and cotton raised on 10 acres each. The average yield of corn in Texas was only 20 bus. last year but some of the contestants have yields of from 30 to 100 bus. per acre.

### WASHINGTON.

Odessa, Wash.—Andrew R. McNeil has bot the eltr. of A. J. Sallberg for \$5,000.

Tacoma, Wash.—The eltr. of Balfour, Guthrie & Co. is now open and gives this city the largest storage for grain it has ever had.

### WISCONSIN.

Millston, Wis.—J. F. Dunn and E. Drescher will build a feed mill and eltr.

Superior, Wis.—The Globe Eltr. Co. has opened the Belt Line Eltr. that has been idle some time.

Prairie du Chien, Wis.—Dan Mackin has succeeded Wm. M. Garrity and will rent the Case warehouse.

Manitowoc, Wis.—Mrs. Anne Conway, widow of Edward Conway, for many years prominent in the grain trade, died Oct. 30.

Delavan, Wis.—The Cooper & Hughes Mercantile Co. is building a new office at the west end of its grain eltr. and will equip it with all modern office appliances.

Oconomowoc, Wis.—The Milwaukee Eltr. Co. is building a new office and an addition with a concrete foundation and corrugated iron covered frame. The improvements will cost about \$25,000. The West End Co. has the contract.

Madison, Wis.—A decision upholding the new Wisconsin workmen's compensation law was given by the Supreme court of that state recently and it is regarded as a remarkable opinion because the court based its action upon the conditions existing today rather than those in former years, thereby breaking a precedent. The court found that the new law is not unconstitutional, that it is not opposed to public policy, and that in passing the act, legislature had a right to abolish the defenses of assumption of risk and carelessness of a co-employee.

### WYOMING.

Powell, Wyo.—N. Farlow will build a grain warehouse at an early date. Pratt Bros.

France's wheat crop is estimated at 314,119,340 bus. by the French Sec'y of Agri. the average yield per acre being 20.08 bus., against 15.9 bus. in 1910.

The farmer sold his wheat and oats because he was afraid of reciprocity, but he is holding on to his corn on account of condition and prices.—Henry S. Guthrie.

Decreasing traffic is shown by the increase in idle cars, according to the latest report of the American Railway Ass'n. An increase of 5,984 cars in the surplus, making a total surplus of 45,290 cars, is shown. The greater part of the increase is in coal cars. Iowa, Illinois, Wisconsin, Minnesota and the Dakotas show an increase in box car surplus. The total car shortage is practically the same as in the preceding report, but the totals for the various classes of cars show changes. The increase in surplus cars is beginning at exactly the same time as last year and the amount of increase in this report is almost identical with that for the same period in 1910. The total surplus for 1911 is a trifle higher than in 1910, having been 34,581 on Nov. 9, 1910, the present report showing 45,290.



Governor John A. Mead, of Vermont, President of the Howe Scale Co., and other Officials and Representatives of the various branches of The Howe Scale Co., assembled at the plant of The Winters-Coleman Scale Co., Springfield, O.



## Grain Carriers

The Pingree-Wilton, N. D., branch of the Northern Pacific R. R., 95 miles long, was completed Nov. 4.

The Baltimore & Ohio R. R. Co. has contracted for the building of 8,000 freight cars, 2,500 of them being box cars.

The final hearing of the Nashville transit case in which the Commerce Court recently granted a temporary injunction, will be on Nov. 27.

The schooner Monguagon, loaded with corn ex-Detroit, consigned by J. S. Lapham & Co. to Hiram Walker & Sons, Walkerville, Ont., sank Nov. 18 off Walkerville.

The C. & E. I. Ry. Co. is prompt and just in honoring all claims, but the Big Four, the worst of the two for claims, does not even pay any attention to them. —A. R. Tucks, agt. Tegge Grain Co., St. Anne, Ill.

Indictments for giving and receiving rebates were found by the federal grand jury at New York Nov. 16 against the B. & O. R. R. foreign freight agent and representatives of five firms, none of whom are in the grain business.

The enlargement of the Welland Canal will not be started in the spring as hoped. Frank Cochran, new minister of canals, says that the government will not be able to send an inspection committee until after Parliament adjourns, which will not be until spring.

Complaint against the Louisville, Henderson & St. Louis R. R., the Baltimore & Ohio Southwestern, and the Baltimore & Ohio, alleging excessive rates on grain shipments from Stanley, Ky., to Akron, O., was filed with the Interstate Commerce Commission, Oct. 21 by Dewey Bros. Co. of Blanchester, O.

The Altus, Lubbock & Roswell R. R., under construction by a Texas syndicate, will be several hundred miles long, running from Altus, Okla., to Roswell, N. M. It will connect with the Fort Worth & Denver City division of the Colorado & Southern at Memphis and with the Atchison, Topeka & Santa Fe at Lubbock.

A meeting was recently held in Washington before the Interstate Commerce Commission to discuss the proposed flat rate method of handling shipments into and out of Chicago to supercede the present milling in transit arrangement. Many grain shippers, millers and other traffic experts from Louisville were present.

The Henderson Eltr. Co. and A. Walker & Co. have filed suits at Henderson, Ky., against the Louisville & Nashville R. R., amounting to \$23,000, on account of the failure of the railroad company to furnish cars for grain shipments. The two firms claim that because of the lack of cars the corn was stored and became damaged, depreciating in price.

Greater value alone is not conclusive of the reasonableness of a higher rate of freight on a given article than upon another commodity of the same general character, especially when all the incidents of transportation thereof except value are identical in the transportation of the less value commodity.—Decision of Interstate Commerce Commission in Ohio Allied Milk Product Shippers v. Erie R. R. Co.

Shippers should refuse to accept cars that are in such a state of disrepair as to render them unfit for use, is the late decision by the Interstate Commerce Commission in the complaint by Balfour, Guthrie & Co. against the Oregon-Washington R. R. & Navigation Co. asking that the shipper be reimbursed for repairs made upon cars to fit them for holding grain in bulk. Such payments the Commission held would open the door to rebating.

The case of the Duluth Board of Trade against the Great Northern and other railroads asking an adjustment of grain rates from South Dakota and southern Minnesota to Duluth, was heard before Commissioner Clark of the Interstate Commerce Commission, Nov. 22, together with the case of the Superior Commercial Club against the same roads. The case of the Milwaukee Chamber of Commerce against the Chicago, Milwaukee & St. Paul R. R. was heard Nov. 24 at Milwaukee.

River trade from New Orleans to St. Louis has received another set-back. The Streckfus Steamboat Line has been making a determined effort to revive river traffic between the two points, but has been compelled to abandon it as the net loss on every trip made amounts to \$2,000. It costs \$5,000 to make a round trip, only \$3,000 was realized and the company has therefore discontinued the service. Of what practical value to the shipping public would a deep waterway to the Gulf be?

The long and short haul clause of the Interstate Commerce Act was held constitutional Nov. 14 in a decision of the United States Commerce Court on the transcontinental rate cases. The court ruled against the order of the Commission in the intermountain rate case, holding the Commission has no power to establish a percentage relation between the long and the short haul rates. Instead of naming absolute rates the Commission had sought to divide the eastern part of the country into zones having different percentages of the long haul rate to the Pacific Coast.

Increasing complaint of car shortages for grain shipments are heard from all directions. The Illinois country points along the Illinois Central and Chicago & Alton lines need cars and there is a pronounced shortage in the Wichita territory and southwestern points, resulting from the increased movement in corn, kafir corn and wheat. In North Dakota complaints of car shortages are being made to the state railroad commission. Sec'y Hall of the state railway commission will make an investigation of the report and endeavor to relieve the congested conditions existing at the country eltrs.

Shortages in many grain cargoes, loaded at Fort William, which were so far short when weighed out at Buffalo that the vessel owners were assessed the freight profits of the trip to make up the shortage, are being investigated by Wm. Livingston, pres. of the Lake Carriers Ass'n. Like charges have been frequent in the last three years, it being claimed that the shortages at Fort William exceed all other ports put together. The scales at Buffalo have been tested and found correct, which conclusively shows that the shortages are due to the way the grain is handled at the loading point.



**BENCH \$16.00**  
is just the bench that every grain dealer ought to have. This illustration shows correct construction. The bench is 48" long, 23" wide and 38" high, and is fitted with a first-class Machinist's Vise, of which jaw is 2 1/2" wide and opens 3 1/2". This bench has three drawers, all of same size, being 23" x 19" x 3". It also has one cupboard 30" x 20" x 10 1/2". The drawers are fitted with good locks, and the whole bench is made of hard maple and has a good shellac finish. Send cash with order direct to mgr. C. Christiansen, 2219 Grand Ave., Chicago

## Kennedy Car Liners

—ARE—

the surest protection obtainable against leakages in transit.

They range in price from 50 cents to \$1.50 per car.

For full particulars write to

**Fred W. Kennedy, Shelbyville, Ind.**

## WIPE YOUR FEET

Mud, snow, dust and dirt will not be tracked over your floors if you use

**Grab's Foot Scraper**

outside your door. The only device made which cleans bottoms and sides of shoe in one operation. Has ten parallel plates for scraping soles and two stiff bristle brushes which clean sides of shoes.

**AUTOMATICALLY ADJUSTS ITSELF**

to any size shoe. Handsomely enameled. Looks neat. Can be rotated and swept under. Fastens to doorstep or any handy place. Set one and save useless work. Price \$1.00. If your dealer will not supply you, don't take substitute, but send your order direct to us. Illustrated folder FREE.

VICTOR M. GRAB & CO. S 84 Ashland Block, CHICAGO, ILL.



The  
**National City Bank**  
of Chicago

105 South Dearborn Street

Capital \$2,000,000 Resources \$29,300,000  
Surplus and Undivided Profits \$500,000

Approved by Chicago Board of Trade  
as a Margin Depository

**We allow 2% Interest**  
on All Margin Deposits

OFFICERS:

DAVID R. FORGAN, President  
ALFRED L. BAKER, Vice President  
H. E. OTTE, Vice President  
F. A. CRANDALL, Vice President  
L. H. GRIMME, Cashier  
W. T. PERKINS, Asst. Cashier  
W. D. DICKEY, Asst. Cashier  
HENRY MEYER, Asst. Cashier  
A. W. MORTON, Asst. Cashier  
WM. N. JARNAGIN, Asst. Cashier  
WALKER G. McLAURY, Asst. Cashier  
R. U. LANSING, Mgr. Bond Dept.  
M. K. BAKER, Asst. Mgr. Bond Dept.



## Patents Granted

**Conveyer-Belt.** No. 1,009,264. (See cut.) Walter W. Spadone, New York, N. Y., assignor to Gutta Percha & Rubber Mfg. Co., New York, N. Y. A conveyer belt provided with flanges extending along the opposite edges, a ply of fabric running into the flanges and a pliable core extending longitudinally, for securing the fabric in the flanges.

**Corn Sheller.** No. 1,009,394. (See cut.) John F. Ernst, St. Johns, Mich. The ears of corn are conveyed to a stripping cylinder mounted on a rotating shaft which also rotates a second shaft in the same frame. Below the cylinder is a sieve to receive the cobs and stripped corn, the cobs being conveyed from the sieve by an endless carrier upon which they are fed by a rake operated by the second rotating shaft.

**Seed-Corn Grader.** No. 1,009,069. (See cut.) Charles Hunnicutt, Wilmington, Del. A seed corn grader comprising a frame, a screen, one part being provided with fine openings, the other with coarse, both forming a continuation of the screening surface, a transverse partition in the frame at the junction of the two screening portions, having movable connections, allowing it to move in opposite directions for the purposes specified.

**Freight Car Seal.** No. 1,007,690. (See cut.) Cary D. Hall, Sr., Baltimore, Md. A freight car seal consisting of a flexible band or shackle having a hook at one end, the other end being recessed and slotted so that the hook can pass thru the slot into the recess, a tongue extending into the recess, the hook having registering apertures to receive the tongue, so that the tongue passes thru the shank and point portions of the hook.

**Grain Door.** No. 1,009,046. (See cut.) Paul F. Busch, Cleveland, O. A car having a door opening with guideways at the sides extending beneath the car and being box shape in cross section at the upper end, the grain door consisting of a series of overlapping slats hinged together and extending into the guideways, the slats having a toothed rack at each side with sections corresponding to them, a hand controlled shaft at the bottom of the door opening so that the door can be raised above the floor of the car and a space provided for unloading the grain.

**Bag Holder.** No. 1,008,657. (See cut.) Charles McCormick, St. Louis, Mo. A bag holder composed of a pair of substantially semi-circular expansive mem-

bers having their outer ends placed adjacent to each other and having their intermediate portions extended parallel in contracting relation and rigidly fastened together, the parallel contracting portions extending beyond the curved members, with their outer ends turned in opposite directions to provide a means of attachment to a support, the outwardly extending ends lying in a plane above that of the expansive members.

**Grain Door.** No. 1,009,128. (See cut.) Charles A. Bell, Dickey, N. D. The combination with a car body having a door opening, of a grain door with projecting cleats, having projecting ends, three laterally and equally spaced grooves extending vertically in the car body, two of them being located one in each door post and arranged to receive the cleats when the grain door is being used, the other groove together with one of the above grooves receiving the cleats when the door is not in use, and lock pockets at the ends of the grooves for holding the cleats and keeping the door in the required position.

**Grain Door.** No. 1,007,726. (See cut.) Swan Pontus Olson, Kenora, Ontario, Canada. The combination with a door frame having lock seats in the opposing faces of its posts, a door arranged to move laterally thru this opening, vertical joint strips hinged on the inner side of the door body, near its vertical edges and overlapping the door posts, stems having perforated heads, secured to the joint strips and made to pass thru holes in the door body, sliding lock pieces engageable with the seats in the door posts and the perforated heads, and a lever with links connected to the bolts for simultaneously operating them.

**Automatic Sack Filling and Weighing Machine.** No. 1,007,848. (See cut.) Edward D. Carter, Houston, Tex. A combination of a supporting structure, a swinging frame fulcrumed to it, a scale beam spaced above the frame and connected to it, an oscillatory platform-carrying frame centrally fulcrumed on the first frame, carried by and disposed above it, devices on the frame for holding bags side by side, a feed chute disposed over the devices, means for holding either device under the chute, and mechanism for permitting the frame to automatically tilt under the weight of the filled bag to bring the empty bag under the chute.

**Grain-Car Door.** No. 1,008,796. (See cut.) John C. Dobie, Onawa, Ia., and James L. Robb, Amistad, N. M., assignors of 1/10 to M. Eugene Hoover, Carroll, Ia. A grain car door comprising a thin metal door having reinforcing members formed on it and adapted to close the door opening of grain car; a thin metal car lining adjacent to the door opening, having an overturned flange depended from the upper edge to form a channel to guide the door; carrying wheels for the door, pivotally

mounted at the diagonally opposite corners, one of them tracking on the sill, the other on upper edge of the metal lining; a vertically placed jamb stop for door having a vertical channel; and an outwardly extending flange mounted at the closing edge of the door, so as to fit in the channel in the jamb stop when the door is shut.

## Feedstuffs

Edwards & Loomis Co. of Chicago, Ill., have registered trade mark No. 56-105, consisting of the word "Harvest" to designate its horse feed.

The Mutual Cotton Oil Co. of Fort Worth, Tex., has registered trade mark No. 57,680, consisting of the word "Mehul" to designate its stock food.

The Shannon & Mott Co. of Des Moines, Ia., has registered trade mark No. 50,785, consisting of the words "Blue Tag" printed on a blue tag, to designate its wheat, flour and stock food.

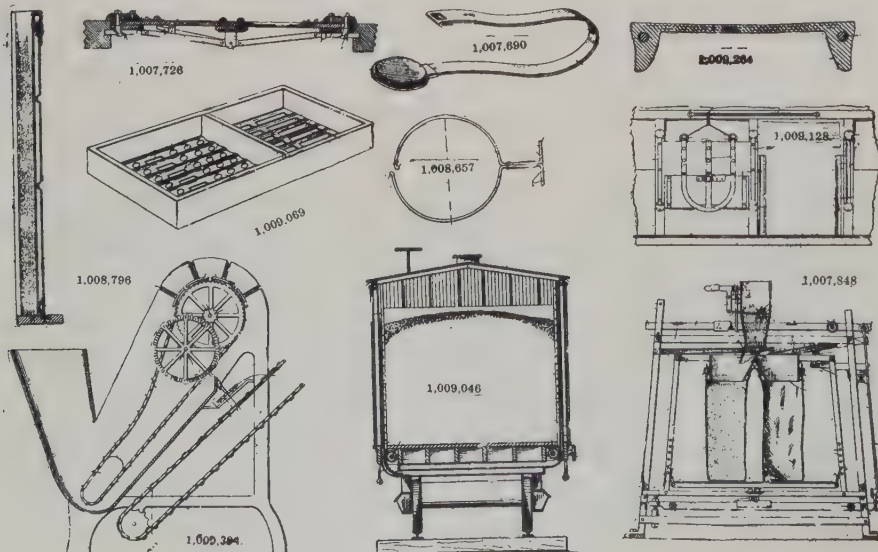
Kafir corn contracts on the basis of \$1.02 per 100 lbs. for November and \$1.01 for December are unusually heavy at Kansas City, Mo. In spite of the large business, however, dealers say that the chick-feed people who use the most of it, have not yet bot heavily.

Rates on molasses mixed feeds to the southeast are being discussed by New Orleans shippers of alfalfa mixed feeds and the local freight agents. The shippers claim that the feeds take grain and grain product rates, but the agents think that the higher sugar and molasses rates should apply.

The Ohio Feed Dealers Ass'n. elected officers at its second meeting at Cleveland, Ohio, Nov. 11, as follows: B. R. Hoopes, pres.; F. C. Cain, vice-pres.; E. I. Bailey, sec'y and F. T. Coates, treas., the membership being at present 25. The organization is endeavoring to interest all feed dealers in Ohio in a movement to rectify some of the abuses that have crept into the feed trade.

A small shipment of feed in Georgia was confiscated by the Government recently on account of label regarding the contents of the package due to the fact that the shipping department, at the mill thru error attached tags for a state other than to that to which the shipment was consigned. It was also claimed that the feed was inferior in quality because wheat screenings were ground into it. A government inspector who saw the sacks wrongly tagged said nothing, but wrote to the officials at the Georgia destination. The mill had correct labels on hand, and the failure to attach them was an honest error.

Salvage wheat amounting to 10,000 bus., owned by Lull & Metgler, Milwaukee and Binghamton, N. Y., was seized and confiscated by the United States marshal Nov. 13 and a libel was immediately filed by government attorneys in the United States district court at Toledo. The wheat was taken from the hold of the City of Genoa, which sank in the St. Clair river last September, and after storage at Port Huron was shipped Oct. 4 in the Unadilla, consigned to be dried at the Clover Leaf Elevator, Toledo. The confiscation was made under the pure food and drug act on the grounds that the grain is not fit even for feed and will jeopardize the health of animals. The hearing will be held Dec. 4.





## SCREENINGS AND THEIR Use In Feeds.

[From address by Dr. E. Brown, botanist in charge of Seed Laboratory, U. S. Dept. of Agriculture, before Ass'n of Feed Control Officials at Columbus, O.]

The term "screenings" is loosely used to cover the refuse material cleaned from cereal and forage plant seeds after the coarser chaff has been removed. The composition of different lots of screenings varies from those made up almost entirely of small, shriveled and broken grain seeds to those composed largely of dirt, chaff and weed seeds. Among the weed seeds found in screenings are seeds of practically all the weeds which mature about the time that any of our cultivated seed crops are being harvested, so that screenings in general contain the seeds of practically all of our weed flora. In 20 samples of screenings secured from sheep-feeding stations in and about Chicago and Minneapolis, 174 kinds of weed seeds were found. These samples contained an average of 32.3 per cent of grain seeds and 38.6 per cent of weed seeds, or an average of 70.9 per cent of material of possible feeding value.

Oswald has shown that when 20 different species of weed seeds were fed to cattle none of the kinds failed to germinate when the seeds were recovered from the feces and placed under proper conditions for germination. Dr. Beal found that of 22 kinds of seeds buried in the soil, ten germinated after 25 years. Duvel found that 70 out of 110 kinds of seeds germinated after being buried in the soil 6 years. Even in Duvel's work the period of time which elapsed was longer than that occupied by any of the ordinary crop conditions. It is therefore evident that weed seeds in their natural state cannot be fed to domestic animals or in any way brought back on the land without grave danger of infesting it for years with pernicious weeds.

A number of weed seeds are poisonous and therefore cannot with safety be used in feeds. The more common among these are corn cockle (*Agrostemma githago*), and darnel (*Lolium temulentum*), each of which contains a dangerous alkaloid. The seeds of the wild mustards are injurious when fed in any considerable quantity on account of the volatile oil which they contain. There is evidently far too little information as to the possible poisonous character of many of our weed seeds, and this matter should receive careful attention through feeding experiments and chemical analyses.

**Higher Protein Content.**—An examination of the available chemical analyses of wheat screenings and immature grain shows this material to have a higher fat and protein and a lower carbohydrate content than sound wheat. Harper found that the lowest percentage of protein in rusted and frosted wheat was greater than the average for graded wheats or, in other words, that the effect of both rust and frost is to reduce the formation of carbohydrates without proportionately reducing the formation of oil and protein.

Winton says: "Each of the samples of screenings contained considerably more protein, fat, ash and fiber, but less nitrogen-free extract than the average of American wheat. Of the constituents of the screenings, the broken and shrunken wheat was richest in protein, owing to the presence of immature kernels, whereas black bindweed seed was poorest in protein. Green foxtail seed with nearly 15 per cent of fiber contained considerably more protein than sound wheat, and yellow foxtail with over 23 per cent of fiber nearly as much. Seeds of both species of foxtail are about three times as rich in fat as wheat. Black bindweed and buckwheat are not only closely related botanically but their seeds have practically the same chemical composition."

*Chenopodium album*, goosefoot or lamb's-quarters, which is sometimes used for making bread in Russia, has practically the same chemical analysis as alfalfa hay, and is closely related to the cultivated *Chenopodium quinoa* which furnishes the chief grain crop of the high Andes. Thus we see that the weed seeds commonest in screenings, lamb's-quarters, the foxtails and bindweed all have good feeding value.

**Average Dockage 2 Per Cent.**—In order to get at an approximation of the value of screenings in the United States, it is safe to estimate an average dockage of two per cent on all the wheat produced. This percentage estimate is based on the analysis of over seven hundred carloads, or larger lots, of wheat, with an average of over two per cent of weed seeds and chaff, not including shriveled and broken grain. Taking the average wheat crop of the United States as 700,000,000 bus. and estimating the average dockage at two per cent we have 14,000,000

bus. of dockage, which has an approximate value of 33½ cents per bus., or \$4,666,000, as a conservative estimate of the annual value of screenings from wheat alone. This is exclusive of the screenings from oats, barley, flax, grass and clover seed.

The value of this material is far too great to dismiss it without a careful consideration of its proper utilization. Such utilization can be made without in any way endangering the reseeding of agricultural land with weed seeds by first destroying the vitality of the seeds.

**Destroy Weeds by Grinding.**—It is only necessary to separate this screening material into large and small seeds so that by grinding separately all the seeds will be crushed and germination prevented. In this way all possibility of contamination is removed and the full feeding value of this material can be realized. Such ground material should be sold guaranteed as to chemical analysis, freedom from poisonous seeds and as to the principal kinds of seeds contained in the mixture.

## From the Feed Trade.

F. W. Brode & Co., Memphis, Tenn.: We look to see prices on cotton seed meal held up for some weeks yet to come. Very likely we will have higher prices in the near future, as the demand is firm and the mills seem to be fairly well sold up. The effect of the big cotton crop should begin to be felt about January unless feedstuffs advance to higher levels.

Kornfalfa Feed Milling Co., Kansas City, Mo.: It is our impression that lower prices will prevail on grain. Therefore, it would naturally be good policy for feed buyers to invest only according to immediate needs. Anyway, the contracting method is simply a case of individual judgment and is just as liable to result in loss as additional profit to the buyer. The clause guaranteeing protection against decline is largely a farce, as many a buyer has found out in past years. Our trade is picking up on both horse and mule feed and poultry feeds. Still our greatest increase in tonnage is due to the increased demand for alfalfa meal of choice quality. The sale for this valuable product is increasing daily, largely in the east where dairy farmers are always on the lookout for good feed. We understand Dr. Armsby is conducting an experiment as to the digestible nutritive value of alfalfa hay and alfalfa meal at the Pennsylvania State College.

Miller & Smith, Cedar Rapids, Ia.: Feed conditions in Iowa are fairly good at present. During July and August the demand for feed was heavy owing to the dry weather; however the oats were no more than in shock when the heavy rains set in wetting them to such an extent that a large part of them were unmarketable and as a result are being fed. Owing to the losses incurred by cattle feeders last year, they have been very conservative so far this year, but at the present time there is promise of a strong heavy feeding in the near future. As a whole we may say that the dealers have been following a hand to mouth policy in their buying, but during the past two weeks it is a noticeable fact that they are gaining confidence and buying for future needs.

Oil cake exported in the nine months prior to Oct. 1 included 61,747,876 lbs. of corn oil cake, 471,430,316 lbs. of cottonseed oil cake, and 379,554,759 lbs. of linseed oil cake, compared with 44,625,641 lbs. of corn oil cake, 419,247,168 lbs. of cottonseed oil cake and 511,185,145 lbs. of linseed oil cake in the corresponding months of the preceding year, according to O. P. Austin, chief of Bureau of Statistics.

# O'GARA COAL COMPANY

PRODUCERS AND SHIPPERS OF

Grain Elevator  
Trade Given Our  
Special Attention

HARRISBURG, ILL., SPRINGFIELD DISTRICT, ILLINOIS, LINTON  
and CLINTON DISTRICTS, INDIANA, CAMBRIDGE, OHIO,  
and FAIRMONT, WEST VIRGINIA, COAL

Annual Output  
7,000,000 Tons

MARQUETTE BUILDING,

CHICAGO, ILLINOIS



## Supreme Court Decisions

**Arbitration.**—Usually a parol submission to arbitrate is valid.—*Lilley v. Tuttle*. Supreme Court of Colorado. 117 Pac. 896.

**Restraint of Trade.**—An agreement by a seller of a business not to re-engage in a similar business in the same city for five years, if made on a sufficient consideration, is enforceable.—*Flaherty v. Libby*. Supreme Judicial Court of Maine. 81 Atl. 166.

**Authority to Arbitrate.**—Where there has been an agreement to arbitrate, the subsequent proceeding of one of the arbitrators and the umpire to consummate the arbitration by an award, without the presence of the other arbitrator, is unauthorized and illegal.—*Cravens v. Estes*. Court of Appeals of Kentucky. 139 S. W. 761.

**Schedule Rate Governs.**—Where a freight rate has been duly fixed by the Interstate Commerce Commission and posted by a railroad company, a lesser rate contracted for between the shipper and a company, whether intentional or through mistake, is not binding, and the company can hold the freight until the legal rate is paid.—*Sutton v. St. Louis & S. F. R. Co.* St. Louis Court of Appeals, Mo. 140 S. W. 76.

**Limitation of Carrier's Liability.**—A provision of a B/L exempting the carrier from all liability for loss or damage to the property shipped, unless proved to have been caused by its fraud or the "gross negligence" of itself or its servants, is not contrary to public policy; there being no distinction between gross negligence and ordinary negligence under the decisions of the federal courts.—*George N. Pierce Co. v. Wells, Fargo & Co.* U. S. Circuit Court of Appeals. 189 Fed. 561.

**Seed Contract.**—Where a contract for the sale of "Advancer" seed peas provided that the seller did not give, and its agents and employees were forbidden to give, any warranty as to the description or any other matter of any seeds delivered under the contract, the buyer was not entitled to recover damages, in the absence of fraud or negligence in selecting the seed, because it was not true to name, but was of mixed varieties.—*Leonard Seed Co. v. Cray Canning Co.* Supreme Court of Wisconsin. 132 N. W. 902.

**Option to Resell.**—Defendants, who were operators of a brewery, contracted for 6,000 bushels of malt to be delivered "as needed," and at the end of the contract plaintiff granted defendants an option to receive 2,000 bushels more at the same rate "in case same is needed." Held, that the word "needed" was not used in the sense of "desired" or "wanted," disconnected with the conduct of defendants' business, but meant required for defendants' brewery business, and hence, the market having advanced, defendants could not exercise the option that they might sell the malt at a profit.—*Hettiger v. Davenport Malt & Grain Co.* Court of Appeals of Kentucky. 139 S. W. 1072.

**Shipper's Right to Sue.**—A shipper, who is both consignor and consignee, cannot maintain against a carrier an action ex contractu for the value of goods consigned to the carrier for shipment and not delivered, when the carrier tenders the goods at destination in a damaged condition, but refuses to deliver them unless the shipper pays the usual freight charges, notwithstanding the damages to the goods amount to more than the freight charges, and the shipper demands that the damages to the shipment be offset against the freight bill, on the theory that the refusal to deliver under the circumstances is a breach of the contract of carriage.—*Wilensky v. Central of Georgia Ry.* Supreme Court of Georgia. 72 S. E. 418.

**Landlord and Tenant.**—Where a life tenant gives a lease of lands, a part of the crop of grain on which, when threshed, is to be rendered to him as rent, and dies before the accrual of such rent, the remainderman is entitled thereto, under Burns' Ann. St. 1908, § 8069, which provides that when a tenant for life, who shall have demised any lands, shall die after any rent becomes due and payable his executor or administrator may recover from the undertenant the whole rent due, and that if he die before any rent is to become due they may recover the portion of rent which accrued before his death, and the remainderman shall recover the residue.—*Frame's estate v. Frame*. Appellate Court of Indiana. 96 N. E. 35.

**Liability of Vessel for Injury to Grain Trimmer.**—In an action by a stevedore to recover for an injury caused by the falling of a section of the hatch cover upon him while he was shoveling grain in the hold, evidence showing that the crew removed certain sections of the hatch cover which they piled on adjoining sections left in place, without fastening the same in any way, that such sections were not moved by the stevedores, and that the machinery used in unloading caused the vessel to vibrate, is sufficient to establish that the vessel did not exercise proper care to provide a safe place for the stevedores to work, and that such negligence was the cause of the injury.—*The Thomas Cranage*. District Court Western Dist. of N. Y. 189 Fed. 1002.

**Option to Settle at Market not Gambling.**—Plaintiffs, who were dealers in spot cotton, bought 25,000 pounds of lint cotton, to be delivered to them by defendant at a certain depot in J., on or before December 31, 1909, at a specified price. The contract provided that, if defendant failed to deliver any or all of the cotton, he agreed to pay plaintiffs the difference between the price specified and the price of middling cotton in K. at noon on December 31, 1909, on the amount not delivered, and that plaintiffs might purchase such cotton at such time and place, and charge defendant with the difference between the agreed price and the price paid. Held, that such provision did not necessarily indicate that it was the intention of both parties that the cotton should not be delivered and that the contract should be discharged by payment of differences, so that it was not a gambling contract as a matter of law.—*L. Harvey & Son v. Pettaway*. Supreme Court of North Carolina. 72 S. E. 364.

## Books Received

**GRAIN FUTURES IN ANTWERP.**—The rules and regulations for trading in grain futures in Antwerp have been published as a pamphlet of 23 pages by the grain exchange which has recently inaugurated the future trading system, and known as the International Corporation, or Caisse Internationale de Liquidation et de Garantie des Operations en Merchandises, of Antwerp, Belgium.

**REMINISCENCES OF AN OCTOGENARIAN HUNGARIAN EXILE** is a description of the principal events in the life of Julian Kuné from the time he entered the Hungarian army of liberation in 1848, until 1873, when he resumed his busy life on the Chicago Board of Trade. Mr. Kuné organized the 24th Illinois Regiment and served in the Civil War. He also was a war correspondent during the Franco-Prussian War, and relates many interesting personal experiences. Cloth, 216 pages; illustrated. Published by Julian Kuné, 7146 Harvard Ave., Chicago. Price, \$1.25.

Montana excels in wheat, oats, barley and alfalfa, for quality and yield per acre, according to the decision of the judges at the New York land show. Four \$1,000 cups were won in the state, W. J. Hartman, of the Gallatin Valley, being awarded the Oats cup on a yield of 154 bus. to the acre. James Todd, of the Judith Basin, received the wheat cup, A. E. Reisinger the barley cup and Dr. W. L. J. Van Clewewent of Lavinia, Mus-selshell Valley, the alfalfa cup.

## COURTESY REQUIRES RE-PLY.

The Bennett Commission Co., Topeka, Kan., plaintiff, vs. J. Jacobson, Formosa, Kan., defendant, before arbitration committee of the Kansas Grain Dealers Ass'n.

On Aug. 5, 1911, the defendant, J. Jacobson wrote to the plaintiff, the Bennett Commission Co.: "I could furnish you two or three cars wheat at 83½c here. I send you sample of a car ready to bill out that I will hold until I can hear from you tomorrow morning." On Aug. 7 the plaintiff telegraphed the defendant: "Letter just received. Accept the three cars herein offered." This message was delivered to the defendant at 1:20 p. m. Aug. 7. Later in the day the plaintiff wired the defendant giving billing instructions on one car and offering the "same price for two cars more, making five in all." This last message was delivered to the defendant at 8 a. m. Aug. 8.

The defendant made no reply to the plaintiff until the evening of Aug. 8, when he wrote that he was sold out before getting plaintiff's wire acceptance and that he would not then book any sales to the plaintiff. In corresponding with the plaintiff relative to this matter a few days later, the defendant stated that he had sold a car of wheat at 88c a bushel, and on that statement the plaintiff asks that it be awarded 4½c a bushel damages. The market for wheat like that involved had remained practically unchanged so far as your committee can determine, the variation in price not exceeding a cent or thereabouts either way.

The plaintiff claims 4½c a bushel damages on 3,000 bus. wheat, the same being \$185. The defendant denies the claim and says he did not sell the wheat to the plaintiff.

Your committee holds that the defendant's offer being limited to "tomorrow morning", which in business practice would be 9:30 a. m., Monday, Aug. 7, expired before the plaintiff filed any acceptance of it with the defendant—the defendant making no response from the plaintiff until 1:20 p. m., Aug. 7. The defendant was then under no obligation to confirm any sale to the plaintiff, and the plaintiff had no right to assume that the defendant would confirm any trade. Further, there was no advance in the market sufficient to justify any such claim as the plaintiff makes, even had the acceptance been made within the proper time. The claim of the defendant is denied. However, the claimant did not use proper courtesy in that he failed to wire the plaintiff promptly that he would not confirm any sale of it, and for this reason, the costs in this case (taxed at \$5) are assessed against the defendant, and the secretary is directed to return to the plaintiff its deposit fee.

C. A. Smith, I. A. Pribble, F. B. Bonebrake, Committee.

I have certainly enjoyed the Grain Dealers Journal and have found occasion to refer to it many times.—C. R. Spurbek, Genessee, Ida.

The extreme range of bushel weights of various agricultural products as legalized by different states is as follows: Barley, 45 to 50; beans, 55 to 62; castor beans (shelled), 45 to 50, broom-corn seed, 30 to 57; buckwheat, 42 to 52; cotton seed, 28 to 33½; flaxseed, 55 to 56; hempseed, 44 to 50; Hungarian grass, 48 to 50; oats, 30 to 32; green peas (unshelled), 30 to 56; potatoes, 56 to 60; sorghum seed, 42 to 57; spelt, 35 to 45.—Crop Reporter, U. S. Dept. of Agri.

Intensive agriculture was urged by President Taft at the recent International Dairy Show, Chicago. He said: The food problem in the United States may in the near future become a serious one. We have been in the habit of figuring that we have so much land and such good land that there never could come a time when we would have more people than we could feed. The last census statistics indicate otherwise. Only about 150,000,000 acres more are capable of tillage either by irrigation, reclamation, or drainage. In order to increase our food supply to meet the growth of the population, which in fifty years is likely to be 200,000,000, we are obliged to resort to those methods that involve greater scientific knowledge.



## Supply Trade

Th' feller that don't advertise may know his business, but nobuddy else does.

Hillsdale, Mich.:—The Alamo Mfg. Co. recently built an addition 165x45 ft. to its foundry.—Wm. Prideaux, Treas.

Jackson, Mich.:—"The dust collector business is good. This is one of the best years we have ever had."—W. B. Knickerbocker of The Knickerbocker Co.

Chicago, Ill.:—The loss on the rolling mill of H. W. Caldwell & Co., 17th St. & Western Ave., is 15% on the building and 12% on contents, both covered under general form policies.

Recent Illinois incorporations are The U. S. Steel Grain Door Co., \$5,000; Car Seal & Equipment Co., Chicago, capital \$100,000, for manufacturing car seals, locks and other devices.

Cleveland, O.:—"Our business the past year has shown an increase of 25%. The outlook at present in the northwest and Canada is very bright for us."—C. O. Bartlett of C. O. Bartlett & Snow Co.

Chicago, Ill.:—Shortly after the death of Melvin J. Neahr, president of M. J. Neahr & Co., one of the oldest bag manufacturers of Chicago, announcement was made of the incorporation of M. J. Neahr & Co., with a capital stock of \$300,000.

Buffalo, N. Y.:—Chas. H. Near, eastern rep. of the Prinz & Rau Co., died at his residence Oct. 27th after a business career of many years in the milling machinery trade. At his own request Mr. Near was buried at Pavilion, near Leroy, N. Y., his birthplace.

Contract for the erection of the building to be occupied by the Brown Portable Elvtr. Co., North Chicago, has been let to Andrew Ryckman, at a bid of \$10,000. The Brown Co. has contracted with the North Shore Electric Co. for power, and expect that the factory building will be completed by the new year.

Chicago, Ill.:—The Ellis Drier Co. is constructing a floating grain drier of large capacity for the Armour Grain Co. Costing about \$100,000, it will be the first of its kind ever put in operation in Chicago. It will also be possible to send it to any part of the Great Lakes, where the sinking of a grain laden steamer might demand its operation.

Appleton, Wis.:—W. L. Finton of the Finton Const. Co. has established a temporary office in the Sedgwick Annex, Wichita. The mill building and elvtr under construction by this company at McPherson has been completed and the machinery equipment is being installed. The 60,000 bu. concrete grain storage of the Arkansas City (Kas.) Mfg. Co. has also been completed.

Peoria, Ill.:—From Luthy & Co. comes a very handsome catalog, showing the Badger gas, gasoline and alcohol engines, manufactured by The Christensen Eng. Co., Milwaukee. To every engine owner and prospective purchaser, it should hold much of interest. Attractively illustrated and every detail in the best style, it can be secured by the readers of the Journal upon request to Luthy & Co.

Chicago, Ill.:—Contract for rubber mats and other rubber supplies for the new North American Bldg. has been awarded W. H. Salisbury & Co., Inc.

This house was founded in 1855, and for half a century has been a leading factor in the manufacture of belting, hose, packing and mechanical rubber goods of every description. It controls several factories, and is western distributor for large eastern lines.

The Bowsher Feed Grinding Mills are old. Oh no; not decrepit you understand; but what we mean is, there are good looking, healthy "coming" young men all over the country who can remember that dad had one the first time he ever brought young hopeful down to the plant after school hours and on Saturdays and told him it was not good for boys to play marbles all the time. The pictures look much the same as years ago. And the Bowsher mill is about the same; only a few little improvements from time to time that are hard for an engraver to show. But they are there. The N. P. Bowsher Co., South Bend, Ind., are the makers of these mills and have interesting literature they are anxious to send to any one who will apply. No application, no literature; for they do not do general circularizing of the trade.

Chicago, Ill.:—The Hess Warming & Ventilating Co. reports a large and growing demand for moisture testers. Recent purchasers include the Farmers Elvtr Co., Goldfield, Ia.; Fremont Mutual Grain Co., Fremont, Ill.; DeWolf & Wells Co., Spencer, Ia.; Pomeroy Co-Op. Co., Pomeroy, Ia.; Otho Farmers Elvtr Co., Otho, Ia.; Farmers Elvtr Co., Danforth, Ill.; Yorkville Farmers Elvtr Co., Yorkville, Ill.; Cleveland Grain Co., Cleveland, O.; Imperial Mfg. Co., Council Bluffs, Ia.; Missouri Valley Grain Co., Missouri Valley, Ia.; Jordan & Montgomery Co., Indianapolis Ind.; E. Smith & Co., Bonfield, Ill.; Otterbein Grain Co., Otterbein, Ind.; Waldron Seed Co., Waterloo, Neb.; United Flour Mill Co., Minneapolis, Minn.; (3 testers); Western Elvtr Co., one each at Stanhope, Blairs-town and Buckeye, Ia.; Crete Mills, Crete, Neb.; Danvers Farmers Elvtr Co., Danvers, Ill.; S. M. Isbell & Co., Jackson, Mich.; Woodland Farmers Elvtr Co., Woodland, Ill.; Northrup, King & Co., Minneapolis, Minn. (Hess Drier and Tester for grain and seeds); Standard Flake Fod Co., Owosso, Mich. (Hess Drier).

### GAS WAGONS AS A SIDE Line.

The most pressing question upon entering the plants of country grain firms is "Have I entered a garage or a grain office?"

Instead of a blackboard with market quotations tacked on the wall one sees dazzling posters of different automobiles and supplies. Do the two trades mix well?

One would think the grain buyer more favorable to selling the farmer a new plow instead of a contrivance to turn up the roads. The farmer sells his grain to the dealer—at present prices it is a luxury. The dealer in return sells the farmer one. Grain elevator builders will soon have to draw plans and specifications for a garage in addition to the elevator and office.

During the nine months prior to Oct. 1 we exported 106,004,422 lbs. of glucose, compared with 95,261,179 lbs. in the corresponding months of 1910, as reported by O. P. Austin, chief of the Bureau of Statistics.

## The Ellis Grain Drier

Three reasons why it holds the record as the drier of the century:

- 1st. For a given size there is **five times** more grain surface exposed to the air currents than in any other drier.
- 2nd. The grain being divided into thin vertical columns of **even thickness**, and the air currents striking on **both sides** of the column, **even drying** is assured.
- 3rd. Corn handled through the Ellis Drier is **never broken or discolored**, owing to the **low drying temperature** used.

Write for catalog and bulletins.

The  
Ellis Drier Co.

Postal Telegraph Bldg.  
CHICAGO  
U. S. A.



## WEIGHTS PER BUSHEL OF Dept. of Agriculture.

The volume of a bushel measure in the United States (called Winchester bushel) is 2,150.42 cubic inches; this is equivalent to a cube, each side of which is about 12.9 inches (12.907+) or a solid measuring 12 inches by 12 inches by 14.93+ inches.

The volume of a bushel measure in England (called imperial bushel) is about 3.1 per cent greater than the bushel measure used in the United States; it contains 2,218.19 cubic inches, which is equivalent to a cube, each side of which measures slightly more than 13 inches; or a solid measuring 12 inches by 12 inches by 15.40+ inches.

In commercial transactions the use of the term "bushel," to signify a certain volume, is becoming less and less, and its use to signify a specified weight is becoming increasingly general. Thus, transactions in wheat are now made almost wholly on the basis of bushels, not of a certain volume, but of a definite weight, 60 pounds. For instance, the grain-inspection rules, affecting grain transactions in Chicago, specify that a bushel of wheat of the grade called No. 3 red winter need not weigh more than 55 pounds per measured bushel; that is, that 2,150.4 cubic inches of grain need not weigh more than 55 pounds. But a transaction of 1,000 bushels of this wheat would involve 1,000 × 60 pounds, and not 1,000 × 55 pounds.

A legalized bushel weight has been established by the United States Government (mainly for customs purposes) for but few agricultural products, as follows: Barley, 48 pounds; castor beans, shelled, 50 pounds; buckwheat, 42; corn, shelled, 56; cornmeal, 48; flaxseed (linseed), 56; oats, 32; peas, 60; potatoes, 60; rye, 56; wheat, 60 pounds.

Most State legislatures have estab-

lished for their respective States legal bushel weights for various other products; but for some products there is not much uniformity; for instance, a legal bushel weight of broom corn seed in North Dakota is 30 pounds, whereas in the adjacent State of Minnesota it is 57 pounds.

The Bureau of the Census in its reports of production of crops, makes no specification whether its figures relate to bushels of measure or bushels of weight.

The Bureau of Statistics of the Department of Agriculture, in making inquiries concerning production and prices, has, for the last few years, requested its correspondents to report in equivalents of weighed bushels; and, to have reports from various States comparable, has specified the weights. Where the weight adopted by the Bureau of Statistics differs from the legal weight in the correspondent's State, the correspondent is expected to make the proper allowance.

Whenever tonnage of a crop is reported upon, a weight of 2,000 pounds is specified.

The bushel weights thus adopted by the Bureau of Statistics of the Department of Agriculture are as follows: Apples, 48 pounds; barley, 48; beans (dry), 60; buckwheat, 48; clover seed, 60; corn, shelled, 56; corn on cob, 70; flaxseed, 56; oats, 32; onions, 57; peaches, 48; peanuts, 22; pears, 48; potatoes, 60; rough rice, 45; sweet potatoes, 56; rye, 56; timothy seed, 45; tomatoes, 56; wheat, 60.—*Crop Reporter.*

We feel very friendly to wheat and believe 65% of it is out of the farmers' hands now, so we will have to draw on what little is left in the country for the next 8 months. With flour demand as good as at present we anticipate a rapid decrease in stocks later on and higher premiums for cash wheat.—A. Huhn, pres. Huhn Eltr. Co., Minneapolis, Minn.

## Screenings

The Michigan Millers Mutual Fire Ins. Co., of Lansing, Mich., has ceased doing business in Manitoba and has reinsured all outstanding policies in that territory.

Linseed oil amounting to 153,155 gals. was exported in the 9 months prior to Oct. 1, against 121,122 gals. exported in the corresponding period of 1910, according to O. P. Austin, chief of Bureau of Statistics.

A prize of 12,000 pounds sterling (about \$57,000) is offered by the New Zealand government for improved methods of preparing and utilizing its hemp, according to a letter from Minister of Agriculture McKenzie of New Zealand to the United States Dept. of Agri.

Owing to poor crops in South Dakota and certain portions of North Dakota, the seed question will be very important for both wheat and barley, as a great many of the farmers sold all the wheat they had and did not save any for seed, expecting to get it cheaper later; in consequence higher prices are bound to result by spring.—A. Huhn, pres. Huhn Eltr. Co., Minneapolis, Minn.

The incorporation papers of the Millers Mutual Casualty Insurance Co. have been filed with the sec'y of state at Springfield, Ill., by J. C. Adderly of the Millers National Insurance Co. and applications for policies and a copy of the by-laws and plan of organization will be mailed to millers about Dec. 1. The directors appointed to act until the first annual meeting are: C. H. Sebyt, Highland, Ill.; C. B. Cole, Chester, Ill.; H. A. Reynolds, Chicago, Ill.; H. K. Wolcott, Batavia, Ill.; H. B. Sparks, Alton, Ill.; H. S. Holm, Minneapolis, Minn.; A. Fessler, Topeka, Kan.; Samuel Plant, St. Louis, Mo., and Jos. Le Compte, Lexington, Ky.

ORGANIZED 1883

### The Western Millers' Mutual Fire Insurance Company

KANSAS CITY, Mo.

CHAS. H. RIDGWAY, Secretary  
SAFE INDEMNITY

Flour Mills, Elevators, Warehouses, and  
contents.

EVERY POLICY HOLDER IS A STOCKHOLDER IN THE

### MICHIGAN MILLERS MUTUAL FIRE INSURANCE COMPANY OF LANSING, MICHIGAN

Therefore, every Policyholder is vitally interested in the size of his dividend (deducted every six months from the assessment levied). These dividends may be increased by

#### THE PREVENTION OF FIRES

All fires are the same size at the start

70% OF THEM ARE PREVENTABLE

90% ARE EXTINGUISHABLE

AGENTS: C. H. RIDGWAY, 426 Midland Building, Kansas City, Mo.  
H. M. GILES, Flour Exchange, Minneapolis, Minn.  
I. N. JUST, American Bank Building, Seattle, Wash.

ORGANIZED 1878

### The Millers' Mutual Fire Insurance Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents of same at cost.

Insurance in force - \$15,104,436.83

Cash Surplus - 353,034.68

GEORGE POSTEL, President

G. A. MCKINNEY, Secretary

Address all Correspondence to the Company  
at Alton, Ill.

Judge Albert B. Anderson of the federal court at Indianapolis, has sustained a demurrer to an amended complaint filed by the Indiana Millers' Mutual Fire Insurance Co. in a suit brought against it by the Sparks Milling Co. of Alton, Ill. At the request of the complainant the court has granted ten days in which the Sparks Co. may file another amended bill of complaint. The suit seeks to set aside the conversion of the mutual insurance company into a stock company under the Indiana statute of 1885. In the original complaint it was charged that the change was brought about at a "snap meeting" without due notice having been furnished the members of the company. The complainant later withdrew this charge and in its amended complaint sought to have the act of 1895 declared unconstitutional.—L.



# Fire Insurance Companies



WHEN your money is represented by grain stored in an elevator you need it insured against loss by fire.

The amount will vary and if you receive full protection you must necessarily seek a company that offers you a convenient and economical method of adjusting the insurance needed to safeguard the values in storage.

Our mutual certificates which are issued at a definite cost, with full privilege of cancellation at your discretion, will solve the problem.

Write for our cost per \$1000  
insurance per month.



Sioux Falls, S. D.

INDIANAPOLIS, IND.

BRANCH OFFICES: Kansas City, Mo.

## MILL OWNERS MUTUAL FIRE INSURANCE COMPANY

DES MOINES, IOWA

The Oldest Millers Mutual  
Fire Insurance Company in  
America.

Cash Assets over \$300,000

J. T. SHARP, Secretary

## TRI-STATE MUTUAL GRAIN DEALERS FIRE INS. CO.

Incorporated

LIVERNE, MINN.

Never missed a

**DIVIDEND**

in nine years.

We are a purely Mutual Company. No capital stock — every Policy-holder a Stockholder.

Insure your elevators, warehouses and grain at actual cost.

We write insurance in Iowa, Minnesota, Nebraska, South and North Dakota.

Write for our statement.

E. H. MORELAND, Sec.

E. A. BROWN, Pres. V. E. BUTLER, V.-Pres.  
B. P. ST. JOHN, Treas.

## DUPLICATING SCALE TICKET BOOK

No. 62 is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets, 100 white sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets and the sheet is perforated so that each ticket can easily be removed. Each ticket is printed, ruled and spaced for the following information: Date; Bot of; Price per Cwt; Price per bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. A sheet of carbon is placed between the white and manila sheets, so that the weigher tears out a ticket and gives to each driver, retaining a carbon copy of it. 800 tickets in each book with a rubber stamp for quickly filling in name of buyer. Price \$1.25.

GRAIN DEALERS JOURNAL,

La Salle St., Chicago, Ill.

# IF

## Your Elevator should burn

Would you be sure of receiving the insurance you have paid for?

**Losses Paid, \$7,108,022.20**

## Your Elevator burns a year hence

Is there any possible chance of you not receiving your insurance?

**Gross Cash Assets, \$1,645,117.65**

## It burns ten years from now

Would the cost eat up a large part of the insurance received?

**Costs 50% less than Basis Rates**

*No matter when your Elevator burns, you will receive that  
which you have paid for, if your Elevator is Insured by the*

# MILLERS NATIONAL INSURANCE CO.

### OFFICERS

C. H. SEYBT, President  
M. A. REYNOLDS, Secretary

C. B. COLE, Vice-President  
F. S. DANFORTH, Ass't Secretary

### AGENCY MANAGERS

I. N. JUST, Seattle, Washington, Pacific Coast Agency  
H. M. GILES, Minneapolis, Minnesota, Northwestern Agency  
CHAS. H. RIDGWAY, Kansas City, Missouri, Southwestern Agency  
E. K. SCHULTZ, Philadelphia, Pennsylvania

### DIRECTORS

C. B. COLE,  
Chester, Illinois

A. FASSLER,  
Topeka, Kansas

H. S. HELM,  
Minneapolis, Minnesota

JOSEPH LeCOMPTE,  
Lexington, Kentucky

H. K. WOLCOTT,  
Batavia, Illinois

SAMUEL PLANT,  
St. Louis, Missouri

M. A. REYNOLDS,  
Chicago, Illinois

C. H. SEYBT,  
Highland, Illinois

J. H. MacMILLEN,  
Minneapolis, Minnesota

**137 S. La Salle Street**

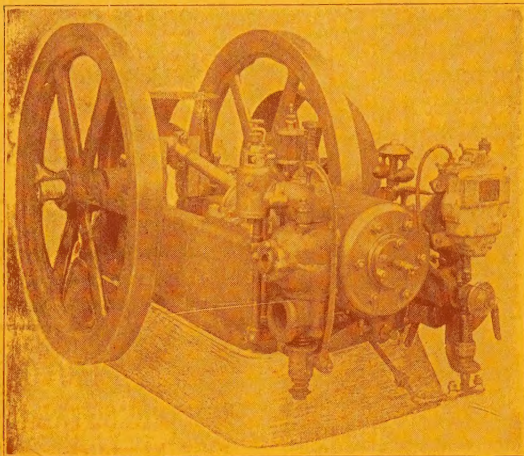
:::

**CHICAGO, ILL.**



NOW and EVER the

L  
A  
M  
B  
E  
R  
T



L  
E  
A  
D  
S

### Advantages of the Lambert Engine

A Strictly High-Grade Engine in every particular, neat in design, smooth running qualities, wide range of governable speed, unlimited power capacity, light, and reinforced in those parts where through experience in the manufacturing of engines has proved weak.

No batteries required with our new system of ignition.

Which is preferable—wait until your engine breaks down beyond repair, or have an engine which is beyond breaking down. Write for latest catalog.

**The Lambert Gas & Gasoline Engine Co.**  
(East End) ANDERSON, IND.

## ELEVATING EQUIPMENT WITH ROPE DRIVE

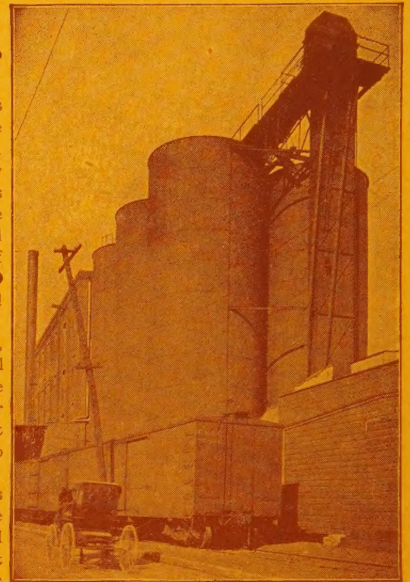
Installed by

**Webster**

for Western Flour Mills of Davenport, Iowa, the largest mill in the state. The highly satisfactory service it is rendering is but another link in the chain of demonstrated proof of superiority of the WEBSTER METHOD of ELEVATING and CONVEYING.

If you want an efficient, rapid and economical handling system write our nearest office. Our engineers will plan out and design machinery to fit your needs.

Webster Machinery is made and sold under the slogan "Quality First and Always." That is why it saves time to talk with us first.



**THE WEBSTER M'F'G COMPANY**

NEW YORK,  
88-90 Reade Street

TIFFIN, OHIO

CHICAGO,  
815-817 Fisher Bldg.

**WELLER-MADE**

## Transmission Problems Solved!

The WELLER experience in the manufacture of Power Transmission Machinery for Elevators and Mills enables us to give *unequalled attention* to your requirements, and to insure satisfaction to the last letter.

We ask the opportunity to prove the advantages of WELLER "service."

Write for the catalog.

**Weller Mfg. Co.**  
CHICAGO

## DUST

the direct or indirect cause of many fires in grain elevators and warehouses.

### WHY NOT

save yourself any probable loss by installing a dust collector? A machine which experience has proven superior to all; does more and better work; is storm proof and spark proof.

## Day Dust Collector

"DAY-LY" EFFICIENCY



WRITE FOR PARTICULARS.

**THE DAY COMPANY**

1112 Yale Place :: Minneapolis, Minn.